A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 31, 1965

International Trade Winds

BANKING—First National City Bank of New York has announced active affiliation with Banque Internationale Pour L'Afrique Occidentale, headquartered in Paris and maintaining 35 offices in Cameroon, Central African Republic, Chad, Congo Republic, Dahomey, Gabon, Ivory Coast, Mali, Mauritania, Niger, Nigeria, Senegal, Togo and Upper Volta. First National Bank of Boston has announced formation of first Portuguese factoring company, International Factors (Portugal) S.A.R.L., bringing to 15 the number in International Factors Group.

POWER—Spain's first power-plant process computer will be supplied to Hidroelectrica Espanola, S.A., Madrid, by IGE Export Division of General Electric. The process computer will be used at the Escombreras Thermal Power Plant near Cartagena.

FOOD PRODUCTS—H. J. Heinz, N.V., Elst, The Netherlands, has acquired a majority interest in Industrias de Alimentaceo, Limitada (I.D.A.L.), processors of tomato paste, peeled tomatoes and other food products in Portugal. I.D.A.L. has been a longtime supplier of tomato paste to affiliated Heinz companies, principally to H. J. Heinz Co., Ltd., of Britain. Heinz and I.D.A.L. have cooperated in developing improved tomato-growing techniques. A long-range goal of the expanded I.D.A.L. business will be to develop reciped convenience foods for the local market.

CARTON-COATING—An order has been placed by a Swedish firm with the Black Clawson Co. of New York for a complete extrusion-coating machine line for making milk-container board and kraft laminates. A special feature of the line, as ordered by Orebro Pappersbruks Aktiebolag, Orebro, Sweden, is an arrangement for providing double coating for milk-carton stock which requires polyethylene coating on both sides. The line will be engineered and built at Black Clawson-International's manufacturing installation in Woolwich, England.

RADIO-TV—Philco Corp.'s International Division is investing $1.1 million to triple its manufacturing capacity for radios, television sets and phonographs in Mexico. Manufacturing operations of the subsidiary, Philco S.A. de C.V., will be transferred this fall to a modern 140,000-square-foot plant in Mexico City.

Business Bulletins

from around the world

AFGHANISTAN—World Bank lends $335,000 to Afghanistan for survey of planned irrigation and agricultural project near Kunduz. French firm, SOGRIA, given contract for survey.

Government planning Helmand Valley project for planting 50,000 acres in sugar beets and constructing sugar factory with annual capacity of 1,000 tons.

EL SALVADOR—Fifty-percent ad valorem consumption tax on cosmetic and toilet articles is repealed by Decree No. 234. The tax, which applied to domestic as well as imported goods, was in effect since 1963 (*International Commerce*, July 22, 1963, page 30).

INDONESIA—Government announces three credits from Federal Republic of Germany totalling $49 million—a credit guarantee of $25 million for a period of 10 years to cover projects yet to be determined; a credit guarantee of up to $20 million for the proposed blast furnace in Lampung, Sumatra; and a governmental credit of $4,125 million for spare parts and raw materials.

JAMAICA—Ban is imposed on importation of motor vehicles with a wheel-base of more than 115 inches. Reasons given in announcement (effective April 23, 1965) are poor road conditions and adverse balance of payments position. Orders placed and confirmed before the date of ban will be licensed for importation.

LEBANON—A renewable 3-year trade and technical cooperation agreement is signed with the European Common Market—the first of its type negotiated by the EEC with a non-member nation. Under the pact Lebanon and Common Market states will grant each other most-favored-nation treatment on tariffs and other trade barriers. EEC technical assistance to Lebanon will include sending of European experts, training of Lebanese nationals in Europe, preparing a survey for development of Lebanese natural resources, and supplying of technical equipment.

MALAYSIA—Country's first jute mill is under construction at an industrial estate near Penang in northern Malaya. Project is also the first joint Malaysian-Pakistani industrial enterprise, with Malaysians holding major share. Mill will have a capacity of 5 million gunny bags a year. At present, India and China are Malaysia's main suppliers of gunny bags, and India and Pakistan her main suppliers of twine.

NETHERLANDS—Passenger cars registered totaled 1,072,500 in August 1964, a 24% rise over preceding year. Commercial vehicles increased 12% to 228,000, whereas motorcycles and scooters fell 3% to 151,000.

Proven natural gas reserves of Groningen field recently stated at 1,106 billion cubic meters. Probable reserves may add another 408 billion. Proven reserves in other areas total 38 billion cubic meters, with another 35 billion probable.

Stone and Webster Company, Boston, Mass., and two Dutch firms to convert connections to natural gas in Amsterdam. Operation is expected to take two years at cost of $6 million.

SAUDI ARABIA—Two new industries inaugurated in Jidda—a tanning and leather goods factory and a "Tide" detergent plant operating under licensing agreement with Procter & Gamble. Tide plant has been in operation several months and its output dominates domestic detergent market.

UNITED KINGDOM—United Traveling Exhibitions launches first of a series of mobile exhibitions. Traveling in two trailers, this exhibition will carry British electrical and electronic goods on a month's tour of Holland, Belgium and West Germany. Several executives with export experience will accompany the trade caravan.

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the cover

Temples of unbelievable beauty, giant gate-watchers, fantastic masks of long-gone days—these are some of the things that visitors to Thailand never forget. But the recent visit of a U.S. Trade Mission discovered possibilities for trade that most businessmen are unaware of. The reports start on page 2.

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Thailand has cash reserve for imports

Trade Mission finds country a good target for U.S. goods and investment

By BRADLEY MURRAY
Mission Director

The U.S. Trade and Investment Mission to Thailand visited Bangkok, the capital and business metropolis; Chiengmai, the center of the country's famous silk and many of its handicraft industries, in the north; and the cities of Korat and Udorn in the developing northeast.

The findings of the Mission, which worked in Thailand April 4-21, can be summarized as follows:

Thailand is a good target for U.S. goods and investment. It can become a better one.

The country's economy is prospering at an increasing pace. Its exports of agricultural commodities earn sufficient income to make large imports possible. As the world's leading rice exporter, shipping about two million tons a year, Thailand has accumulated gold and foreign exchange reserves of $600 million, enough to cover a full year's imports.

Thailand's Government is stable and middle-of-the-road. The exchange rate is free and uniform, and the currency is one of the hardest in the world. Practically no licensing and exchange restrictions exist against imports, and importers may freely purchase and remit dollars in payment for U.S. goods.

Prime credit risk

Internationally, Thailand is considered a prime credit risk, and financial institutions such as the International Bank for Reconstruction and Development have granted substantial loans for economic development, against a background of an immaculate pay record. The country's industrial expansion is generating an increasing demand for capital equipment as well as jobs for individuals, who can now afford consumer goods which previously were out of their reach.

Foreign participation in Thailand's industrial development, preferably in the form of capital for joint ventures, is actively sought through a liberal investment law offering a number of inducements. A new U.S.-Thai agreement aimed at prevention of double taxation will further stimulate U.S. investor interest.

Since introduction of the Industrial Investment Act of 1962, U.S. venture capital has been entering at a stepped-up rate, and as the country's Six-Year Development Plan calls for new projects in power, transportation and communications, additional markets in a variety of industrial fields are opening up for both investment capital and the sale of equipment, materials, and—with purchasing power on the upswing—consumer goods. As the gross national product is growing 6% a year, and as U.S. products not only are popular but are becoming more competitive in Thailand, the prospects can be termed very good indeed.

BANGKOK is already familiar with one of the drawbacks of modern civilization: the traffic problem. This is a completed section of Sukhumwit Road, a part of the Bangkapi Street Improvement Project.

Mission reports from Thailand

The U.S. Trade and Investment Mission which visited Taiwan late in March spent April 5-19 in Thailand.

The group set up Business Information Centers at Bangkok, Chiengmai, Korat, and Udorn. Members visited 15 plants.

More than 150 trade and investment opportunities were developed by the Mission in Thailand. Many of these specific leads are reported in this issue of *International Commerce*.

Reports of the individual members of the Mission are presented on this and the following pages.

BUSTLE IN BANGKOK railroad yard is created by nation's demand for a wide variety of merchandise. (World Bank, USIA, Embassy of Thailand photos.)

Compact marketing area

Bangkok, commercial center, has 2 million people; farmers also becoming buyers

By SIDNEY D. JOSEPHS
President, Tote-a-Tot, Inc., Cleveland, Ohio

Businessmen who are expansion minded could find in Thailand a compact marketing area.

Bangkok, the primary commercial center, has a population of 2 million. Several other cities are bustling with activity.

Thailand's economy is based on raw materials, but rice is the principal commodity. Other important items are rubber, corn (90% exported for livestock feed), teak, tapioca, tin, kenaf, and jute.

Farmers, most of whom own their own land, are experiencing increases in their cash earnings and are becoming significant buyers of consumer and producer goods. This has lead to increased use of motor-driven pumps, bicycles, and boats serviced by floating gas stations, as well as soaps, detergents, hardware and electrical appliances.

Promoted industries

As there is relatively little industry, the Thai Government has devised a number of incentives to diversify its economic base. More industrial balance has been the result. Under the stimulus of these incentives, Thai companies have been formed to make products such as chemicals, galvanized iron, pharmaceuticals, auto tires, steel bars and cement.

There are small facilities for assembling automobiles, air conditioners, and television sets. Farm tools, auto parts, aluminumware, electrical appliances, sewing machines, batteries, plastic pipe, and optical lenses are all being manufactured, some of them by U.S. firms on their own as well as in joint ventures with Thai businessmen.

These joint ventures are an effective means for accomplishing a twofold pur-

MISSION TRADE DEVELOPMENT OFFICER Richard Muenzer conducts business in Bangkok Trade Center.

pose—supplying management and business techniques, and stimulating local investment. Local investors have confidence in U.S. marketing and production experience. The U.S. firms interviewed seem pleased with their progress and the profitability of their results.

Business facts to consider

With the lack of industrialization in Thailand, some costs and problems beyond those normally encountered must be considered. Rents are comparatively high, competent management scarce, supporting services often not readily available.

Companies have found, however, that the earnings rate for well-run businesses more than compensates for the extra effort necessary to get a project under way. According to a bank source, average earnings for U.S. private investors over the past 10 years have been around 20% after Thai taxes.

Electric power capacity has been doubled since 1961. An additional 50% in excess of the present 370 megawatts is planned by 1968. Rates charged large users have decreased substantially.

Telephone services between Bangkok and other parts of the country need to be improved. Major projects to be completed in the next year should help. Bangkok has two television stations and relay stations to most parts of the country. There are 40 radio stations, 19 daily newspapers, two of them printed in English, and one weekly English-language magazine.

Some Government regulations affect business operations, but they are not difficult to comply with. Foreign activity is restricted to a limited extent in internal transportation, electric power, banking and savings institutions, insurance, oil and mineral activity, development of forests, and some forms of communication. Manufacture of munitions, cigarettes, certain handicrafts, alcoholic beverages, and playing cards also is restricted.

Industrial land is expensive to buy or lease. Hotel and office rentals are similar to those found in the United States. Living costs for Americans are higher than in the United States, principally for housing.

Export opportunities

U.S. consumer products such as shower curtains, towels, men's socks, underwear, and cosmetics, are in demand. The Mission heard frequent complaints that U.S. firms were interested only in large orders and did not respond to inquiries from small and medium sized companies. The market for many of these items is going by default to competitors from other countries.

As very few of such items are produced locally, U.S. suppliers could secure a large part of this business. Here, too, however, marketing studies and particularly aggressive selling are necessary if we are to compete.

The hot climate makes U.S. synthetics such as dacron, and dacron and cotton, quite acceptable. Textiles represent the third largest import in the country. The U.S. share of this market could possibly be substantially increased with better marketing procedures.

U.S. sportswear has good acceptance in Thailand. One successful businessman, an importer of piece goods from the United States, is building and soon will open a store featuring top grade merchandise. He plans to sell goods that have U.S. trademarks with consumer appeal.

Import opportunities

Thai jewelry of all descriptions has proven extremely popular with visiting tourists. The quality is high, the stones excellent. Most of the work is hand produced in cottage type factories. There are excellent opportunities for importation of rings, pins, ear-rings, tie clasps, necklaces and similar items.

Thai silk is justly famous throughout the world. A number of producing firms are seeking representatives in the United States. As Thai silk is woven by hand and dyed with different processes than those used elsewhere, it has a particular texture and a special intrinsic quality.

Raw materials

A number of interesting possibilities exist in development of agricultural products such as rubber; oilseeds both for industry and human consumption; fibers such as jute, kenaf, and cotton; kapok; corn; tapioca; and sugarcane.

Tin is the only metal presently available in any quantity. There is a small production of iron, manganese, tungsten, lead and antimony. Although they have not been developed, the potential in these ores could be significant. Geological surveys are needed to explore the possibilities. There are also supplies of limestone, silica, gypsum, rock salt, clay, fluorides and lignite.

Manufacturing opportunities

Only crude tools are presently hand-produced in blacksmith shops. With imports of standard handtools increasing rapidly, tools for carpenters and mechanics have substantial market possibilities. In farm and construction work one of the most popular items is a heavy-bladed combination hoe and chopping tool. More than a million are imported annually. A modern tool forging plant would be economically and technically feasible and would be a welcome addition to the economy.

The principal requirements in electrical appliances are for fans, refrigerators and air-conditioners. There is a 55% ad valorem duty on these items and a 30% duty on irons, another item in demand.

At least four firms recently have been granted promotional privileges to manufacture or assemble electrical household appliances.

The additional electric current to be generated by the new dams and power projects will require additional supplies of pole line hardware, wiring devices, insulators, meters, small transformers and switch gear.

Despite extensive resources of available hardwood, the furniture industry is little developed. As low-cost trainable labor is at hand, this would seem a likely field for exploitation, particularly for production of knock-down furniture.

Heavy types of building materials are currently used, as most buildings are two to three stories high. A lightweight building block or hollow tile industry for walls and subflooring could prove popular for taller structures. Substantial quantities of high quality clay are available.

The Thai economy is expected to continue its healthy growth. This growth should create opportunities for companies that give the country the careful study it deserves.

Modern marketing procedures, careful advertising, and credit and price terms that meet other nations' competition are necessary for success. Local staff must be trained and assisted. Products must be tailored for this area. Sale and management know-how will prove as important as technical and manufacturing assistance.

For those companies willing to make the effort, to study the psychology of the people, and to accommodate themselves to their needs, the returns will be substantial.

THE NEW AND THE OLD are in marked contrast as this floating market makes its way past a gleaming modern office building alongside the Pak Klong Talad, one of Bangkok's numerous canals.

To promote industrial expansion, Thai Government spurs investment through tax, other incentives

Since passage of Industrial Development Act, country's output has grown at rate of almost 9% a year; open market for U.S. products, machinery and know-how

By LEON FINLEY

Senior Partner, Finley & Gore, Esqs., New York

Thailand's gross national product was $3.2 billion in 1964, and is increasing at the rate of 6% annually. The per capita income in the same year was $110 and is expected to increase at a rate of 3%.

To further industrial expansion, the Government of Thailand within the past five years has established various new departments—among them, the Board of Export Promotion created in 1960 and the Board of Investment, set up under the industrial development act of 1962. The provisions of this act, together with the tax advantages available to a "qualified company" should be of particular interest to U.S. investors.

Since enactment of these laws, the industrial output of the country has grown at a rate of almost 9% per year. Reserves of gold and foreign exchange have increased at the rate of more than 13% annually, reaching a level of $600 million at the end of 1964. This has given the baht genuine stability in the world money markets. The monetary policies of the Government have held down the average annual increase in the cost of living to less than one and one-quarter percent since 1960.

The history of the growth of Thailand, its economic stability, and its sound financial and fiscal policies, together with its resources, point to further progress. On the assumption that the present governmental policies continue, everything points to a doubling of the GNP in the next decade.

Investment opportunities

There is a virtually open market in Thailand for U.S. products, machinery and know-how. The words "made in U.S.A." have a real meaning to the people. They know that U.S. products have fixed standards of manufacture, are quality controlled, and stand up; that U.S. manufacturers back up their products; that U.S. warranties are meaningful.

If American know-how were applied and if merchandise were made in Thailand under U.S. standards and specifications, the market would be open, be it in houses or newsprint, bicycles or cans, hotels or buttons, tin smelting or sewing thread. The examples given cover a broad range; they are taken from lists published by the Board of Investment, to sharply focus the broad expanse of business opportunities available.

Promoted industries

Certain industries considered essential are classified as "promoted industries," which qualifies them for special privileges and tax exemptions. More than 100 are so listed, including businesses as varied as ore production, household appliances, tool manufacture, textiles, deep sea fishing, nuts and bolts, manufacture, and even the bottling of mineral water.

As a direct result of encouraging the promoted industries, foreign firms and investments are entering the market. U.S. companies which had made about $27 million worth of equity investments at the end of 1961, to date have committed some $40 million additional.

It is the stated policy of the Government of Thailand not to enter into new business activities. The Government has agreed not to nationalize any private industry activity. An investment guarantee agreement is in force between the United States and Thailand.

Taxation

Thailand's new law to promote industrial development offers certain specific tax advantages to any industry which qualifies as a promoted industry. Industries are classified as Group A, Group B, and Group C. They are fully set forth in *Thailand's New Law to Promote Industrial Development*, copies of which

may be obtained from any Department of Commerce Field Office or directly from the Board of Investment, Mansion 2, Rajdamnern Avenue, Bangkok. Group A at present has 39 categories of industries that qualify, Group B has 18, and Group C, 70.

Group A industries are granted full exemptions from income and business taxes, and from import duties on all imported raw materials and machinery necessary for the venture, for a period of five years.

Group B industries have a deduction similar to that for Group A industries with the exception that they are entitled to only a 50% exemption from income taxes, import duty, and business taxes.

Group C industries in turn are entitled to a reduction of only one-third of these taxes for a period of five years.

The privileges to any new industry classified as Group A or B are granted automatically, pursuant to the laws of Thailand. The privileges applicable to the Group C industries are granted only with the approval of the cabinet. The Government is at all times willing to entertain applications for reclassification of a specific industry from a Group B or C to a Group A.

A qualified firm is entitled to income tax exemption for five consecutive years starting from the first year when the business earns profits or sales have commenced. Non-qualified corporations pay a tax on their net profits at the following rates: 15% on the first $24,000; 20% on the second $24,000; 25% on the balance.

A Thai firm is required to pay taxes on its net profit wherever earned. Branches of U.S. companies in Thailand pay taxes only as earned from their business operations in Thailand.

Individual income taxes are generally lower than in the United States. The present tax scale as applicable to individuals generally is: 10% on the first $475 of income; 13% on the next $1,905; 16% on the next $2,380; 20% on the next $2,380; 25% on the next $2,380; 30% on the next $2,380; 35% on the next $2,380; 40% on the next $2,380; 45% on the next $2,380; and 50% on the portion of income above $19,050.

Against the amount of tax paid, the individual exemption is generally: 20% deduction not to exceed $960 plus a deduction of $190 for the individual taxpayer, $95 for his wife, and $45 for each dependent child.

On March 1, 1965, an agreement for the avoidance of double taxation and the prevention of fiscal evasion in respect to tax on income was signed by the Governments of Thailand and the United States. The tax convention is to be ratified by both Governments and will come into force for the taxable year or audit beginning after January 1 of the year following that in which the ratification instruments are exchanged.

Provision is made in the convention for the nondiscriminatory treatment of nationals and corporations of either country resident in the other with respect to taxes of every nature—national, state or local.

Forms of doing business

The laws of Thailand governing business operations are similar in many respects to American laws. One can operate a business either as a sole proprietorship, general partnership, limited partnership, or limited company (corporation). Despite the protection offered the limited partner or partners by a limited partnership, I recommend to any U.S. investor the use of the corporate setup.

Joint ventures provide a means for meeting Thailand's need to encourage and to stimulate investments in industries on the part of the Thais. The Thais encourage joint ventures with Americans realizing that as a result, the skill of the local working force is improved.

A U.S. firm proposing to establish a business in Thailand should squarely face the fact that there are not only additional costs, but some complications which naturally arise in a country not yet fully industrialized.

Long-term outlook

The economic progress evident in Thailand—which has occurred within about the past five years—is impressive. A great deal, however, remains to be done. U.S. investors are continuing to enter the market and are receiving promotion certificates as "qualified companies" under the industrial investment act. The long term outlook depends to a very great degree on additional foreign capital investments in the country. There are various opportunities—in small machinery, electrical appliances, fertilizers, and transport equipment—which if carefully approached and analyzed, with thorough market research in advance should yield a very fair return.

The friendship between the Thais and the Americans is old. The Thais welcome our mutual cooperation in the interest and to the advantage of both Americans and their Thai counterparts.

The Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, will make available to interested businessmen, on request, information to serve as a guide in helping any U.S. firm formulate plans for a proposed investment or operation in Thailand.

UNTOUCHED by human hands, these teak logs get flipped around by the world's biggest lumber workers.

Thailand strides forward in diversification of farm crops, modernization of techniques

U.S. firms have opportunities to supply farm machinery and to participate in water management development—keystone to agricultural growth of the country

By JAMES E. PARKS

General Sales Manager, Elmer R. Kissack Co., Scotts Bluff, Neb.

Thailand in 1964 became the largest rice exporting nation in the world, but important strides have been made toward diversification of agriculture. Corn, tobacco, soybeans, cassava (tapioca) and castor beans are crops that have grown in importance in recent years. Corn production has increased to the extent that today Thailand has become an important exporter to other Southeast Asian countries. Large tonnages of tapioca are exported to Europe and to the United States.

Many Thai farms utilize family manpower for production of their crops, and these units employ farming practices used for centuries. Progressive and influential Thais have recognized the need for modern farming practices and techniques, however, not only to raise production but to strengthen the individual farmer.

Farm sizes vary over a wide range, though most of them are still small by U.S. standards. In the more fertile central plains area, where unit production is higher, many farms consist of not more than 5 to 10 acres. In the northeast, where land is not as productive, a farmer may be operating as much as 30 to 40 acres. Each size offers different problems for improvement and mechanization.

Special design

U.S. firms interested in opportunities in a developing country will find many openings for farm machinery in Thailand in the years immediately ahead. By U.S. standards, many implements will be smaller and of necessity must be designed to work on Thai farms and with Thai farm products.

For example, the harvesting of cassava roots (tapioca) highlights the need for mechanization: this important crop, with annual production of 2.5 to 3 million tons (roots), is harvested almost entirely by hand; as most of the crop is raised in one general area, and usually in fields of 20 acres or more, there is a definite need for a mechanical digger.

Irrigation

Because of its geographic location, Thailand is affected by the monsoon rains each year. This poses a real problem; during the monsoon season there is too much water in most regions, and after the monsoons for an extended period there is little or no rain fall.

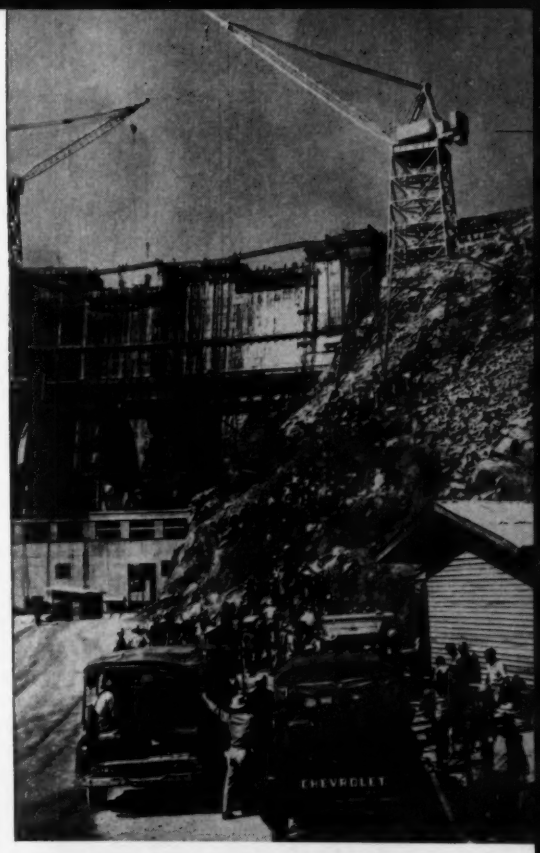
Water management is without doubt the keystone to the agricultural growth of Thailand. Without it, all the other growth factors so vital to modernization will be severely hampered. Proper management of water resources should be considered as a four-stage program, which because of its magnitude must be directed and financed by the Government.

The first stage is construction of major dams for hydroelectric power, flood control and irrigation in the mountainous areas. One such dam, the Yanhee, is already finished. Two more are under construction and two sites are being studied. Construction at these two sites is expected to begin within a year or two.

The second stage will be construction of major canals and the arterial distribution system for irrigation water impounded by the large dams—a major task as most of the dams will be a long distance from the farming regions.

The third stage is improvement of the distribution system of the irrigation waters to individual farms. This may well be one of the most difficult tasks, for it will necessitate a sizable redistribution of properties. Redistribution will often necessitate changes in ownership as well as different layouts of the land, especially where rice paddies are involved.

The fourth stage involves a detailed system of drainage, of particular importance in the monsoon season. Many times entire crops are lost during the monsoon because excess water cannot be drained away.



FINISHING TOUCHES are applied to the Yanhee Dam, Thailand's largest development project, which will control flooding in the Central Plain, provide water for irrigation during the dry season and give year-round navigation of the Chao Phya River.

U.S. manufacturers appear to have good prospects for participation in the first, second, and fourth stages of this development.

Fertilizer

Thailand, with a reasonably large amount of land per inhabitant, has not been especially concerned about fertilizers or land management. Large areas of the country are covered with forests, or growths of bamboo and other wooded vegetation. In much of the agricultural area, as land became depleted more land was cleared and used for farm crops.

This practice must be drastically reduced in the near future and more attention must be given to making the present farming lands more productive. This can best be done by good irrigation practices and a well planned program of fertilizer use. At present, Thailand imports most of the commercial fertilizers used on farms. It is especially in need of a fertilizer industry. This need presents prob-

Market profile—Thailand

Land: 200,000 square miles; more than 27 million acres cultivated.

Population: Almost 30 million, mostly homogenous Thai stock; about 3.5 million of Chinese origin. Bangkok, largest city (2 million), includes port.

Language: Thai; English usable in business.

Economy: Mainly agricultural (about 85% of working population). Gross national product, $3.2 billion in 1964 (6% annual growth). Per capita income about $110, increasing at 3%. Cost of living index, 105 in 1964 (1958 = 100).

Agriculture: Rice, rubber, corn, lac are leading crops. Tobacco, sugar, jute and kenaf also important. Rice accounts for more than 35% of exports.

Industries: Small but growing, mainly in food processing and fabrication of consumer products and building materials. Major industries are rice milling, rubber processing, sawmilling, tobacco processing, sugar milling, textile spinning and weaving (largely silk and cotton), paper, cement, glass, plywood, and steel. Manufacturing, 12% of GNP in 1963—increasing 9% a year.

Imports (c.i.f.): $660.9 million in 1964, $609.7 million in 1963. U.S. has 17% of market; Japan, leading competitor, 30%. Major imports: petroleum products; iron and steel; motor vehicles; textiles; mining, construction, and industrial machinery; electrical machinery; dried milk; medicines and pharmaceuticals; rubber manufactures.

Exports (f.o.b.): $591.1 million in 1964, $460.8 million in 1963. Major customers include United States, United Kingdom, Hong Kong, Malaysia, Japan. Chief exports: rice, rubber, corn, tin, teak, tapioca flour and meal, jute and kenaf.

Foreign exchange reserves: Over $600 million, early 1965.

Motor vehicles: 59,800 cars, 59,200 trucks, 13,700 buses registered in 1963.

Radio and TV (estimated): 180,000 radios, 75,000 TV sets in Bangkok; 90,000 TV sets in Thailand.

Electricity: Estimated 730 mw. annual capacity. Projects under construction expected to add 480 mw. by 1970.

lems, however, because of lack of raw materials within the country.

Large deposits of lignite are found in Thailand. A plant to produce nitrogenous fertilizers, using lignite as fuel, is under construction at Mac Moh. Other fertilizer ingredients must be imported. Although the Thais are developing production facilities, opportunities exist for U.S. know-how and equipment in this industry.

Transportation

The country's traditional method of transportation has been klongs. Klongs are waterways that serve several purposes, including the distribution of water in the present irrigation system and providing many areas with their only means of transportation. Although klongs criss-cross many regions of Thailand, they are most predominant in the fertile central plains region.

Shortage of transportation adequate to move sizable tonnages of farm products has traditionally hampered the growth of agriculture in some parts of the country. This shortage also has had a marked effect on what types of crops were grown. The farmer could not market his produce nor could the merchant get to him with goods and services. Although roads are being constructed at a rapid rate, more modern transportation facilities, especially roads, are vitally needed. Not only are they needed just to move goods, but better transportation would serve to encourage a wider diversification of crops.

Farm mechanization

The water buffalo has been the main source of power on the farm for centuries, but mechanization is slowly but surely increasing as a part of Thailand's agricultural improvement. Tractors are the most important farm implement needed at present to supply the necessary heavy power requirements. In addition, plows, water pumps, gasoline engines, and smaller engine-driven electric generators are important.

There are definite investment opportunities for U.S. manufacturers of farm implements, either through joint ventures or full U.S. ownership. Six companies—with one exception, in joint venture enterprises—are operating tractor assembly plants in Thailand; three are European companies, one is Japanese, one is Thai, and one is American. The tractors range in size up to 65 horsepower.

The sale of small gasoline engines, in the range of 5 to 20 horsepower, exceeds an estimated 50,000 units per year, and an undetermined number are used as part of complete pumping and generating units. The manufacture of farm implements and gasoline engine are both classified by the Thai Government as Class A industries, meaning that they are vital and necessary to the economy of the country. Such factories are granted special tax privileges to make their establishment in Thailand both attractive and profitable.

Financing

The Thai farmer, beset with low income and inadequate transportation, is too frequently the victim of inadequate financing. A vital link in the modernization of agriculture in Thailand must be modern financing. This will be necessary to make possible mechanization, fertilizer use, and improvement in seed stocks and cultural practices.

Financing organizations similar to the farmer-owned Production Credit Associations in the United States are the type needed, to allow the farmers to have a voice in their own banking operations. In this way interest rates, now abnormally high, can be reduced so that purchases of machinery, fertilizer and other modern facilities can become a reality for an increasing number of farmers.

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Limited opportunities for food processing offered in Thailand

Economy chiefly agricultural, output ample for population and export; but with abundance of fresh foods and low income level, market can be expected to grow very slowly

By ARTHUR H. NOBLE

President, Ray Bros. & Noble Canning Co., Inc., Hobbs, Ind.

Like most of southeast Asia, Thailand has a predominantly agricultural economy. Although more and more people are moving to the city, 85% still live in the rural areas.

The country, about four-fifths as large as Texas, has an area of 200,000 square miles; 51%, or about 65 million acres, is forest and grazing land. On about 27 million acres, enough food is raised to adequately feed the population and account for 80% of exports.

Ample supplies of fresh fruit and vegetables are on the market the year around, so there has been little demand for processed foods. Many foods that could be canned or frozen are not grown in any quantity because any unused surplus at harvest time would go to waste.

There do seem to be promising opportunities ahead for canning and other food processing, based on Thailand's ability to produce many fruits and vegetables, meat, and fish. Because of the abundant supply of fresh foods and the low income level, however, the domestic market can be expected to grow very slowly, and export markets would have to be developed in competition with every other exporting country in the world.

Need for diversification

Most farm families own the land that they farm, the average size of which is about ten acres. Historically, this has been enough to support a family and give them most of their wants; but they are being educated to desire more and more things.

Twenty-two radio stations are being used to peddle the wares of a modern economic society. Wrist watches, ball point pens, lipstick, and Beatle records are being sold in the remotest small town. These increased demands, and a rapidly growing population, point the need for more agricultural diversification. This need is reinforced by the fact that crop yields can vary widely as a result of differences in rainfall from year to year, and prices can fluctuate disastrously.

As the climate is tropical, two or more crops a year could be raised if there were enough water. Some dams have been built in the last few years, and more are under construction.

About one-third of the cultivated land is now irrigated. In the northeast, irrigation is not possible with wells, because of a salt underlay. Dams not only bring new land under cultivation, but can turn a marginal farm into a profitable one by permitting double cropping.

WATER BUFFALO take a lunch break before returning to the fields. These enormous animals, which have been the main source of power on Thai farms for centuries, are slowly being replaced by machines.

Rice chief crop

Agriculture accounts for 36% of the Thai GNP. Rice, by far the most important crop, is cultivated on 17 million acres. This cereal not only is the most important item in the Thai diet, but is the principal export of the country, bringing in 34% of all dollars earned by export. Rice growing is hard work, and is done mostly by hand and animal-drawn tools. Rice milling, although a big business, does not employ many people.

Rubber is probably the second most important crop. About a million acres bring in 22% of the export dollars. Corn has in recent years become one of Thailand's most important commodities. Tapioca is grown and processed into flour, meal and chips by many small mills. The market for the flour abroad is decreasing. Fibers consisting of kapok, jute, and kenaf are becoming increasingly important. Some cotton, tobacco, peanuts, soybeans, bananas, and pineapple are grown in various areas.

The northwest

The 55,000 square miles in the northwest of Thailand are mostly mountainous and forest covered. Agriculture is limited to the valleys, where the soil is fertile and the water adequate. Teak is the principal export. Some pine and other woods are also derived from the forest. Lac, rice, soybeans, peanuts, fruit, tobacco, and cotton are principal crops.

Almost anything can be raised in this area but it is a long 500 miles over rough roads to the Bangkok market; consequently few perishables can be shipped out of the region. About the only processing consists of one or two large tobacco re-drying plants.

There is little or no food processing on a commercial scale. Much fruit and many vegetables go to waste if the harvest is plentiful. More of these items would be planted if processing facilities were established; there is no doubt the crops are available, and the labor is definitely there.

Technical and managerial skills could soon be developed, as the region is producing an increasing number of college graduates. But, could the product be sold profitably? The lumyai and lichee are excellent fruit, but the fact that they are relatively unknown in Europe and the United States would pose a marketing problem. A start on a small scale would

LITTLE ENTERPRISER sells roast bananas at an outdoor stand at the Pratunam Market in Bangkok.

help this region, and might point the way to a great potential.

Water shortages, floods

The northeast region, between the mountains to the west and the Mekong River to the east, is known as the Khorat plateau. Over large areas water shortages in the dry season are followed by floods during the rainy time. This makes farming difficult, and the living standards are the lowest of the entire country.

Much land has been ruined by the "slash and burn" policy of the farmers. They partially clear and burn away the forest on the hills, with no thought of doing anything to prevent erosion. After a few years the top soil has washed away and the farm has to be abandoned. One-third of the rice comes from this area, even though the per acre yield is low. There is some grazing land, and cattle and swine are shipped to other areas of Thailand.

Central region the heartland

The 63,000 square miles of the central region is the heartland of Thailand in almost every respect. Here are the bulk of the higher educational and cultural facilities; here the banking is centralized; here is the Government; and here are produced most of the rice and vegetables. Maize (corn to us) is being raised in quantity.

The great Chao Phrayo River provides relatively cheap freight to bring the produce of the countryside to the metropolitan market and to the seaport. Here are most of the industrial plants. Here Thailand's prosperity is concentrated.

The southern region extends like an elephant's trunk down the Malay Peninsula into the gulf of Siam. Much of its 20,000 square miles are mountainous, but rice is grown in the coastal plains. The region is especially important for its rubber and tin. Valuable timber is found in its forests, and there is promise of iron mining in the future.

Meat

A Government organization known as the Preserved Food Organization under the auspices of the Defense Department operates a modern slaughtering plant together with freezing and canning facilities. Any excess that this organization has over military needs goes into commercial channels. Compared with the population of Thailand, this amount is negligible. All in all, one might say there just isn't any meat processing industry as we know it. But livestock, seafood and poultry are exported in increasing amounts.

With the increasing production of corn it seems that higher production of livestock would logically follow, and with it increased opportunity for meat processing facilities. We did talk to one firm that is grazing 6,000 head of cattle. This is definitely the exception, but may be the beginning of a trend. More ample refrigeration facilities could make a marked contribution to developing export and local markets for processed meats.

Fish is a favorite food throughout Thailand. Surveys have shown extensive fishery resources in the waters of the Gulf of Siam and the Indian Ocean. But present sea fishing is limited to traditional small-scale operations close to the shore. There are five cold storage plants in operation with a total capacity of 5,000 metric tons. Two additional plants are being built in the South. They will offer 2,000 metric tons of additional storage space. These plants are used mainly for freezing fish. Frozen shrimp is being exported in increasing quantities.

More fish products could be exported if more boats, gear, and processing facilities were available. There is undoubtedly a possibility of growth in this area, but the number of deep sea fishermen is limited and skills would have to be taught.

Dairying almost nonexistent

Dairying is an important agriculturally related industry in most countries, but not in Thailand. Here it is almost nonexistent. One reason is the lack of refrigeration in homes and in small stores. Another is that the Thais have never had fresh milk to any extent. They have no breed of dairy cows that can stand the tropics and be productive in giving milk. Experiments are being made to develop a breed for these climates and it is believed that they will be successful.

Most of the milk used is powdered or condensed and U.S. companies are important suppliers. There are two condensed milk plants; one is just beginning production. Plans call for importation of powdered milk, reconstitution to the thickness of condensed milk, and canning.

A quick survey seems to indicate that canning is needed; however, no company is making sanitary cans. This situation is a sort of vicious circle: There will be no great development of food canning until sanitary cans are available to the public; but, no sanitary can line will be installed until there is a food processing industry. Both will have to come along together.

A few cans being made

Cans are being made in Thailand at present. The Mission visited two plants. They had some machinery, such as punch presses, but everything was fed by hand one at a time. Girls were sitting on the ground soldering side seams by hand on eight-ounce cans. There was no way to test the cans for leaks. The cans we saw being made were not for food. At one plant, about 40 people were making several different kinds, from eight-ounce paint cans to five-gallon tins.

The Mission was informed that the Preserved Food Organization has four can lines, of German manufacture, under installation. This organization also intends to get into vegetable and fruit canning, so will have few cans to sell to the general public for some time.

It was suggested that fruit juices might be frozen as the Government has excess cold storage capacity. This approach would have to buck tradition and lack of refrigeration. Also, it would be difficult to estimate the market for a product that had never been available except at high prices.

We were told, although no figures are available, that tomato juice and catsup are fast becoming a favorite of the Thai people. This might be a place to start: We understand glass can be produced locally. Tomato juice and fruit juices could be packed in glass to test the market. Cans could be used later if the products sold profitably.

I have tried to be realistic in assessing the opportunities and possibilities for a food processing industry. There is no doubt it will come, but how fast is another matter.

PACKAGING operation at the Colgate-Palmolive factory at Klong Toey. German and Japanese machinery is furnishing strong competition, but U.S. goods have an excellent reputation among Thai importers.

Thailand's traders looking for the latest in machinery for import

Government is largest single buyer of equipment and supplies; sewage disposal, highway building, plywood equipment needed

By DALE SCHUBERT
President, International Design Corp, Tacoma, Wash.

Thailand is "on the beaten track" for many suppliers, and Bangkok is a "crossroads" of Southeast Asia.

Thai businessmen are beginning to show interest in technical advances and their effect on the products they are importing. American businessmen must show genuine salesmanship and be ready to compete in a brisk market if they wish to do business in Thailand.

The Thai Government is the largest single buyer of foreign equipment and supplies, and represents a potential market for the American businessman at all times. Government equipment is usually purchased on the basis of public tenders by the different agencies, and consists of heavy machinery such as turbines, generators, and locomotives.

In addition to dealing directly with suppliers, the Thai Government also purchases through brokers. These specialists buy from the foreign producer and then submit their bids to the Thai Government. Since the Government operates a number of business enterprises, its needs for equipment cover a wide variety.

Thailand offers opportunities for selling water treatment plants. Water purifiers for drinking are becoming more widely used, and there is also a demand for water purifiers for industrial use.

One interesting example of this was a Thai businessman who needed a special water filtering process in the textile industry. Impurities in the water they were using to dilute dyes had an adverse effect on the stability of the color in the cloth. The company discovered that this problem did not exist when purified water was used.

Rural governments have shown interest in sewage disposal plants. Their problem is finding a small, effective unit that can be procured with limited funds. Credit of some type is a must and will probably be an important part of the negotiations.

As in most Asiatic countries, Japanese and German equipment is very competitive, and in some cases is offered at a lower price than American businessmen can afford to meet. In these cases the American supplier is not completely helpless, because Thai businessmen realize that quality equipment from the U.S. will sell in Thailand, and they are eager to obtain new U.S. equipment accounts.

Plywood manufacture

There is one plywood plant in Thailand, and it is owned by the Government. It has been reported that there is more demand than the plant can produce.

As demand increases, an expansion of the existing plant, or an entirely new plant, is expected. U.S. businessmen in the plywood machinery business should at least get their feet in the door of the forest product industry.

Logs now being used in this plant are all shipped in from the mountain areas of Thailand. Teak is one of the popular species that is used for decorative type plywood paneling.

Highway program

Highway construction is well under way in the outlying areas, improving access to remote regions. One of the spectacular examples is the "Friendship Highway" just completed. Many additional miles of highways are under construction or planned.

As late as 1960 Thailand had 35 miles of road per 1000 square miles of area, compared with 870 miles per 1000 square miles in the U.S. It is obvious that road-building is fast becoming a big industry in Thailand.

Maintenance of the highway system will provide a market for American equipment which should continue indefinitely into the future.

Industrial equipment

Thailand should remain a good market for United States machinery and equipment. One of the products that evokes unusual interest is small diesel engines of 3 to 30 horse-power. Since gasoline is expensive, most small engines are using diesel oil as fuel. A great number of these engines are used on river boats, small generator units, water pumps, and similar devices.

Many Thai distributors represent the

various American manufacturers of residential and office building air conditioners. Automobile air conditioning equipment is also being actively marketed here. Some Thai businessmen even reported a surplus of air conditioning equipment for buildings.

Thailand has many small metal fabricating shops. Light equipment such as bus bodies, farm tools, conveyors, truck bodies, and special industrial equipment is usually welded together one at a time by hand.

A great many small shops have sprung up over the land, fabricating whatever is needed wherever it is needed. In our country this would not be an economical means of manufacturing, but in Thailand, with low-cost labor and a nearby market, this seems to be the answer.

This system has created a demand for arc-welding equipment, as well as acetylene-welders and all accessories. Generally the demand is for the small unit, although some interest is shown in larger sizes.

More made locally

Many of these small shops started out as assembly shops and gradually increased the number of parts produced in Thailand. Local enterprises that can furnish parts such as castings, plating, fittings and miscellaneous metal components, are increasing in number.

Pumps of all types are in increasing demand, especially since more land has been opened for irrigation. In particular demand are fuel vending pumps and pumps for spraying equipment.

The water pump commonly used for irrigation could be produced in Thailand and might very well be the basis for a joint venture, with a firm that has a great deal of experience in selling pumps throughout Thailand.

The most practical type of pump to manufacture in Thailand would be a motor-driven, self-priming centrifugal water pump or irrigation purposes. Many pumps of this type are also used in neighboring countries, so a Thailand producer might also develop some export markets.

Argentina wants fuel consultant

An Argentine Government agency engaged in exploitation of coal mines is seeking a technical consultant in the field of solid fuel utilization.

Under a two-year contract starting Aug. 1, he would direct research on uses of Rio Turbio coal, asphaltite and petroleum coke, and help train technicians.

Write: Aurelio J. Pologna, President, Yacimentos Carboniferos Fiscales, Avda. Pte. R. Saenz Pena 1190, Buenos Aires.

Thai businessmen present trade proposals in interview sessions

Commerce will prepare background reports upon request; interested U.S. firms should contact Thai companies directly

Individual Mission members submitted reports on their interviews with Thai businessmen, and the most promising are summarized below. U.S. firms wishing further information should contact the Thai concern directly.

World Trade Directory Reports on these firms may be obtained upon request from the nearest Department of Commerce Field Office or the Commercial Intelligence Division, Department of Commerce, Washington, D.C. (Please refer to the particular Trade Mission and the appropriate IR number which follows each summary).

Opportunities from firms on which a complete WTDR is already on file are listed in the Trade Opportunities section of this magazine.

Agricultural products

A Bangkok firm is interested in selling tobacco to the U.S. Sri Suman Co., Rajadamneon Ave., Bangkok. **IR-2.**

A livestock firm wishes to purchase balanced supplemental feeds for own stock of 6,000 head and for resale as agent. Thunyaratana Co. 109/1 Petchburi Road, Opp. German Embassy, Bangkok. **IR-24.**

A Thailand trader is interested in importing canned food from U.S. including milk, complete line of cosmetics in thrift class, and insecticides. Also desires to sell the U.S. all grades of jute, rice, rubber, corn, tapioca, kapok fibre, kapok seeds, castor seeds, lac, teak, precious and synthetic stones and Thai silk. Asia Industrial Development Co., Ltd. 4th Floor, Bangkok Building, 300 Silom Road, Bangkok. **IR-36.**

Chemicals

The Thai representative of several U.S. and European pharmaceutical and chemical firms wishes to expand by broadening line. Newfoundland Pharmaceutical Co., Ltd. 922-924 Petchburi Road, Bangkok. **IR-22.**

A Bangkok firm desires to buy Potrolatum for cosmetic manufacture. New Sang Thong Trading Ltd., Partnership. 109-111 Wat Turk, Corner Jawaraj Road, Bangkok. **IR-30.**

A manufacturer and wholesaler of cosmetics wishes to be agent for a complete line of general cosmetic and toiletries and other products used exclusively by women. Also toothpastes, toothbrushes and hair brushes. They also wish to repackage or manufacture for the U.S. firm. Lauris Co., Ltd. 326/1-5 Suriwongse Road, Bangkok. **IR-39.**

A Thailand Company desires to buy at least 2,000 tons annually of bulk sulphur. Also wants to buy high wet strength paper, and to be agent for American heavy chemical manufacturer. Teck Heng Co., Ltd., 215-217 Rajawongse Road, Bangkok. **IR-43.**

A firm dealing in pharmaceuticals on an exclusive basis and as a free agent on chemicals is interested in expanding its business by parboiling and packaging rice for U.S. firms and acting as agent for laboratory chemicals. Also wish to buy used eight-lane bowling alley equipment. Pacific Investment (Thailand) Co., Ltd., 82 Rajprarob Road, P.O. Box 1500, Bangkok. **IR-44.**

A company seeks a full line of cosmetics from a well-known and well-rated U.S. company; also interested in toothpaste, facial tissues, and cigarette lighters. Sampanthamitr Co., Ltd., 257 Rajawongse Road, Bangkok. **IR-60.**

Agricultural construction equipment

A Bangkok firm is interested in importing various types of machines, especially road construction and industrial machinery. Also interested in contacting engineering firms in U.S. who can provide technical services, especially in road construction and public works. Central Engineering Co., Ltd. 1585 Phaholyohin Road, Bangkok. **IR-34.**

Another Thailand company is interested in buying heavy machinery used in constructing multi-story buildings and road construction work. Also in oxygen-producing equipment, machinery to make electrical pole insulators and other electrical equipment, motors, pumps and lubricating oil. Term Engineering Co., Ltd. 208/1-6 Larn Lung, Bangkok. **IR-45.**

Businessman wishes to import a full line of U.S. farm implements, especially wheeled tractors; water well drilling equipment for wells up to 6″ diameter and 200′ deep, and gasoline engines, 2 cycle cast iron engines in single cylinder 6-10 hp. and 2 cylinder 10-2-hp. each 4,000 rpm., especially built for the Thai market. Also wishes to export centrifugal water pumps in the 2″x3″ sizes to the U.S. Chunhawatana Machinery R.O.P. 85 Tremitr Road, Bangkok. **IR-65.**

A Thai trader wishes to import machinery and small tools used for agricultural and irrigation purposes. BNC Ltd., P.O. Box 352, Bangkok. **IR-56.**

Thai importer wishes to purchase from U.S. agricultural implements, especially tractors in the size area of a Massey Ferguson Model No. 65. Also wishes to import from U.S. humidifiers for tobacco curing farms. Thepnithi Co., Ltd., 120 Bamroongrasdr Road, Chiengmai. **IR-58.**

A Bangkok contractor & manufacturer of water pumps is interested in distributing American well drilling equipment (diamond drill) from 2″ to 6″ size. Chunhawatana Machinery R.O.P. 85 Tremitr Road, Bangkok. **IR-64.**

General machinery

A firm is interested in purchasing a ball mill and pug mill to manufacture ceramic (medium-2 tons per day). Sankhalok Celadon Co., 11 Chiengmai-Chomtong Rd. Km. 5, Chiengmai. **IR-4.**

A businessman wishes to purchase small gasoline engines, up to 10 hp. Madhana Phanic Co. Changmoi Road, Chiengmai. **IR-7.**

A Chiengmai firm desires to purchase a pulverizer for processing barite (non-metallic), with a capacity of approximately 200 to 300 tons per 12-hour day. Also interested in an American company that needs barite or desires to distribute this product in the U.S. Bhanasit Co. Chotana Road, Chiengmai. **IR-11.**

A Thai firm requires a complete ice making plant with minimum capacity of 50 tons a day. Requires credit if cost exceeds $20,000. Tian Chal, 7 Adulyadej Road, Udorn. **IR-16.**

A Bangkok firm desires to expand an oxygen and acetylene plant. Also desires to be a distributor in Thailand for a U.S. manufacturer of electric arc welding machines, air-conditioning equipment (for new buildings, homes and automobiles), and hospital oxygen equipment. Yong Kee Liab Heng Co., Ltd. 1850-4 New Road, Bangkok. **IR-31.**

A Thai company is interested in buying candy making machinery, food dehydration equipment and importing cosmetics. Also interested in buying paper goods in bulk rolls for local cutting & packaging, i.e. toilet paper, cleansing tissues and paper toweling. Sriratana Ordinary Partnership, 536 Siphya Road, Bangkok. **IR-33.**

A Bangkok firm wishes to buy a capsule filling machine. Semco Co., Ltd. 989-991 Silom Road, Bangkok. **IR-40.**

A Thai businessman interested in purchasing from a U.S. firm a copying or duplicating machine for duplicating wooden statues & other handicraft. Machine should cut several copies at a time from one pattern. Mechanical Equipment Co., Ltd. 291-5 Siphya Road. P.O. Box 550, Bangkok. **IR-52.**

A provincial manufacturer of plows and other farm implements wishes to import U.S. machine tools to be used in the manufacture of farm implements, especially plows suitable for use with 40-60 hp. tractors. Items of special interest are metal working lathes approximately 24″ swing with 7′ bed; metalworking drills up to 1″ drill capacity; automatic electric welding equipment and oxygen metal cutting equipment. Would need up to 5 years credit on purchase. Chelburi Muang Thong Co., Ltd. 202 Sukhumvit Road, Amphur Muang, Cholburi Province. **IR-66.**

Scientific equipment

A Bangkok dealer in hospital supplies and scientific instruments desires to buy electro-medical equipment from a U.S. firm. Also desires to buy or represent a manufacturer of X-ray equipment. Chemical Supply Co., R.O.P. 112-4 Chakrapetch Road, Bangkok. **IR-25.**

Textile goods

A Thai firm wishes to sell market silk and cotton goods, mostly of the yard goods type. Pian Kusol Co. Sankampaeng Road, Amphur Saenkampaeng. **IR-5.**

MINISTER OF ECONOMIC AFFAIRS Kasem Sriphayak greeted U.S. Trade Mission Director Bradley Murray, (right) and other mission members and expressed his interest in business with American firms.

A shopping center wishes to import better quality line of mens & ladies ready-to-wear clothing and accessories. Songthum Import-Export Ltd., Partnership, 31 Rajaprasong Shopping Center, Bangkok. **IR-26.**

A manufacturer of Thai silk seeks U.S. outlet for goods. Chitsa—Ard Thai Silk Ltd., Partnership, 31 Suriwongse Road, Bangkok. **IR-28.**

A Bangkok firm is interested in direct purchase of suiting: dacron/wool, dacron/cotton for men's clothing; shirting cotton dacron-woven type also for beach wear and sportwear; ladies' and men's sweaters; bed sheets, towels, and pillow cases; socks (men's and children's); shoes (men's and children's). Siriphong Leeskul. 187 Rajvithi Road, P.O. Box 1533, Bangkok. **IR-46.**

A Thai wholesaler is interested in locating sources of shower curtains made of plastic; and materials to make shower curtains; men's socks, nylon, dacron and cotton and men's and ladies' underwear. Would like to import and then wholesale. Khazan Singh Awtar Singh (Jaspal Store), 324 Phahurat Road, Bangkok. **IR-50.**

Miscellaneous

A Chiengmai manufacturer desires an American distributor to sell all types of silverware in the U.S. (bracelets, necklaces, bowls, rings, earrings, trays, coffee sets, and other utensils). Tada Silver Store, Huay Kao Road, Chiengmai. **IR-1.**

A Bangkok trader wishes to import from U.S. a full line of light bulbs, including incandescent bulbs, fluorescent bulbs, mercury vapor bulbs and many others to fit both 110-volt and 220-volt circuits. Also wishes to import ball point pens, pencils and cigarette lighters. Sampanthamitr Co., Ltd., 257 Rajawongse Road, Bangkok. **IR-20.**

A Thai importer wishes to buy both good grade tin plate direct from manufacturer and misprinted and waste tin from can companies. Also wishes to buy printers' ink and lithograph cans, and technical advice on using same. Also interested in importing lubricating oils, as well as natural & imitation flavors. Soon Hout Chieng Registered Ordinary Partnership, 41/1-4 Soi Mangkorn, Mitraphan Road, Bangkok. **IR-29.**

A manufacturer of jewelry, rings, pins, earrings, tie clips, cuff links, tie racks, necklaces, ladies & children's jewelry, buttons and similar items is interested in U.S. outlets. Charoon Suk Store, 253/5 Bhan More Road, Bangkok. **IR-35.**

A Bangkok trader desires to represent American manufacturers and distribute the following items in Thailand: bathroom heaters, gas and electric irons and ovens (domestic), storage batteries, laboratory pulverizers. Siam Pan Trading Co., Ltd., 147-147/1 Nakornswan Road, Nang, Bangkok. **IR-49.**

Businessman desires to broaden line of sporting goods to be imported from U.S. Particularly desires a good line of basketballs and elastic anklets for supporting arches. Also baseball and soft ball equipment and tennis rackets. Mr. Chalerm-Vuti Thongtiraja, 16/1 Soottisarnwinitchai Road, Bangkok. **IR-54.**

This firm is interested in representing an American company and distributing in Thailand ceramc glazes and lead fruits. Thai Celadon Co., Ltd., P.O. Box 93, Chiengmai. **IR-59.**

Thai firm desires an American distributor to sell in U.S., bamboo blinds in all sizes and colors. Thai Petroleum and Trading Co., Ltd., 353/1 Mahaprupharum Road, Bangkok. **IR-62.**

A Bangkok company wishes to purchase the following equipment: 35 & 16 mm. movie projectors equipped with sound tracks; equipment for reproducing and mass producing phonograph records; 35 & 16 mm. cameras, editing light, and accessories; both for color and black and white movies. Srikrung Record Manufacturer, Soi Aeoke, Sukhumvit Road, Bangkok. **IR-63.**

Thailand a challenging market for capital and consumer goods

Although U.S. suppliers have increased their exports substantially, Japanese have tripled their annual sales

By HAROLD C. VOORHEES
Commercial Attache, U.S. Embassy, Bangkok

Thailand is a market where a determined and sustained selling effort can pay handsome dividends to U.S. suppliers.

VOORHEES

A doubling of capital investment since 1960, increased employment in manufacturing and service industries, vast government and private construction projects, and rapidly rising farm incomes from new cash crops, are only a few of the influences that combine to make Thailand an exciting market for both capital and consumer goods.

Other important factors include political stability, an absence of import controls from all but a handful of products, and international buying power backed by ample gold and foreign exchange reserves.

U.S. exporters sold roughly $107 million (c.i.f.) to this evolving market in 1964, according to Thai import statistics. This was $5 million more than in the previous year and it was a gain of special significance as 1963 sales had included a number of high-value nonrecurring transactions—for example, diesel locomotive deliveries to the Thai railways.

Foreign competition

As good as this performance may seem, the United States is only second best as a supplier to Thailand—in contrast to the early 1950's when the United States was selling more to Thailand than any other foreign country. As recently as 1956, the United States and Japan had about equal shares, around 15 or 16%, of the Thai market. Since then the U.S. share has changed little, while the Japanese have moved rapidly ahead, tripling their annual sales and now supplying about one-third of Thailand's annual imports.

Lower shipping costs, favorable prices and credit terms no doubt have helped the Japanese achieve these results. At least of equal importance, however, have been the aggressiveness and determination of their selling effort, including on-the-spot salesmanship. Thai businessmen say the Japanese do not wait for a prospective customer to write them letters. Instead they turn up at his doorstep, point out the opportunities, find out what has to be done to get the business, and then do it.

U.S. industry is a past master at this kind of "hard sell" and "create demand" approach, mostly at home but also abroad. A number of U.S. firms are applying the techniques to the Thai market with gratifying results. But there also are American firms which wait for Thai orders to come to them or, if they have agents here, give them little or no guidance or prodding toward increased sales. This is unfortunate, because Thailand is a relatively new market for many foreign products and local businessmen are not always aware of the sales opportunities open to them in this country. "It is the foreigner who must point the way" as one Thai businessman recently said.

Choosing an agent

U.S. firms seeking to export to Thailand also should realize that local agents frequently take on lines half-heartedly, not entirely convinced of their potential in this market and with a "wait and see how it does" attitude. Such agents are unwilling to spend much on advertising and sales effort; without these, the product does not do well and their doubts are confirmed, or so they think. It is important to choose an agent who is enthusiastic about a product's possibilities, who is prepared to put work and money into making it known, and then to work closely with him.

The foreign firms most successful in this market are those which have their own representatives here or in the region, or which have aggressive home office programs for giving continuing sales and promotion leadership to their local agents and distributors. U.S. and foreign companies stationing company representatives here for the first time are generally finding that the costs are more than offset by the additional business generated.

Excellent results can sometimes be achieved. One U.S. firm, after years of only nominal sales, became the largest supplier in its line, moving ahead of all competitors, after it placed a company man in the area to guide, motivate and work with local salesmen.

The up-country worker

Increasingly apparent in Thailand are the growing business importance and promise of areas outside of Bangkok. It has often been said that there are two Thailands—Bangkok and the rest of the country. Commercially and economically there is a certain amount of truth in this, though like most aphorisms it overstates the case. Moreover, the statement is less valid than it was only five years or so ago.

It is true that the heavy concentration of buying power in Bangkok, and the position of Bangkok as Thailand's only commercial seaport of any consequence, give the capital a business significance which no other city or region of the country can match. Bangkok without question will long be this nation's commercial, industrial and financial capital.

But wealth and income and affluence also are rising in other parts of the country, partly through the operation of normal economic factors, and partly as a result of the Thai Government's deliberate efforts to raise the standard of living in the outlying areas.

The quickening economic tempo can be observed in all the major regions of the country—in the North, where Chiengmai has recently seen the completion of two large modern tourist hotels; in the South, where tin mining activity has sharply risen in anticipation of Thailand's first smelter planned to go into operation later this year, and in the Northeast, which in the past has always been the poorest and least productive area of the country.

A new section of highway in the Northeast, running from Korat to Nong Khai on the Laotian border, was recently opened. The road is excellent, and puts Nong Khai, Udorn and Khon Kaen within easy reach of Bangkok. If this new road has the same stimulating effect on the economy of the region through which it passes as the Friendship Highway had a few years ago, all of these towns and the surrounding areas will soon be booming.

Japanese sell

Consumer goods and durables are moving into the outlying areas in increasing

quantities to meet demand created by new jobs and income. Most of the products of foreign make are Japanese. There are a number of reasons for the Japanese success in the Provinces, but the basic one is very simple. It is that they have taken the job of selling there seriously and have taken steps, or seen to it that their agents take steps, to make their products known and available.

Japanese goods dominated last winter's northern Thailand Chiengmai trade fair. In the South, an impartial observer described the Japanese exhibit as the "largest, most attractive, best laid out, most popular, and the biggest foreign selling effort ever made in South Thailand." There are few if any provincial merchants of consequence who have not been approached by Japanese merchandisers.

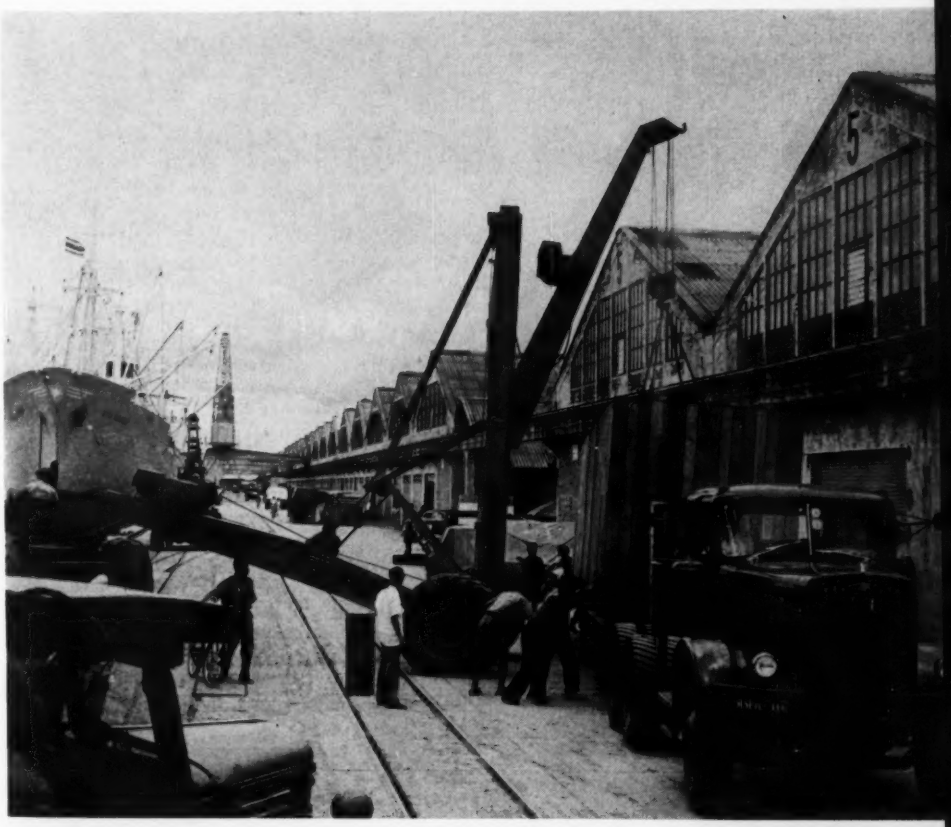
Like U.S. products

In contrast to this, when a few prosperous and capable merchants outside of Bangkok were asked if they were interested in taking on lines of U.S. products their replies were that they just didn't know—no one had ever approached them to sell an U.S. product and no one had ever shown them a sample. This is an exaggeration, but the flow of U.S. products to these areas is not as heavy as it should or could be.

In Bangkok, the reputation for quality that U.S. products enjoy frequently helps them outsell competing foreign-made goods. The Bangkok buyer appreciates the "Made in USA" label and in some lines will pay up to a 30 to 40% premium for it. Extending this reputation to the Provinces, readiness to adapt products to local tastes and requirements, willingness to take small orders if that is necessary to get sales going, development of close and effective working relationships with local firms—all within a determined methodical promotion and selling campaign—are important elements to market success here, and will become increasingly so as Thailand's economic strength becomes more evenly distributed over the whole of the country.

Investment

Also not to be overlooked is the possibility of supplying the Thai market from within, through locally based assembly or manufacturing plants. Thailand recognizes the contribution foreign investment can make to its economic progress and has an investment law offering a range of inducements to attract it, including tax holidays and import duty exemptions. Of the 100-odd U.S. firms with offices in Thailand, roughly 25 engage in manufacturing or other industrial processing operations, some with local investor participation. A leading U.S. bank recently termed the general investment climate in Thailand "excellent."



A HEAVY-DUTY crane hoists imports onto a truck at a Bangkok dockside. The Mission found that the flow of U.S. goods to Thailand was below its expectations, especially in provincial areas, and recommended that U.S. suppliers make extensive use of the U.S. Trade Center in Bangkok to introduce their products to Thai buyers. Two floors of exhibit space are available to display samples of goods.

Offer services

The U.S. Government offers many services and facilities to help American firms enter the Thai market or expand existing sales. The U.S. Trade Center in the downtown business district of Bangkok is one of these facilities, operated specifically to promote the identity, prestige and sale of U.S. products in Thailand. Two floors of attractive exhibit space are available at the Center for U.S. firms to display samples of their export products.

The service can be used in many ways: To test the Thai market potential for the products; to develop contacts with prospective customers; to locate reliable and energetic distributors and agents (or good sub-agents); to demonstrate effective display and sales promotion techniques; to assess investment and joint venture possibilities.

Commercial specialists from the Embassy's staff are assigned to each exhibit to assist in achieving its objectives and to furnish reports on results obtained. Information on these and other services, including commercial data on the Thai market, can be obtained from any Department of Commerce Field Office.

The current dimensions of U.S. trade and investment in Thailand are only a token of what the future could hold. Thailand is an exciting and challenging market, offering new and rewarding opportunities for U.S. suppliers prepared to make the necessary effort.

the author

Harold C. Voorhees' first assignment in the Foreign Service was in Florence in 1945. Since that time he has served at posts in New Delhi, Athens and Rome. He has been in his present position since last fall.

Thai commercial climate beckons

Ample reserves, few licensing controls, uniform exchange rate form solid foundation for receptive, rewarding market

By LARRY V. LUTHER
Bureau of International Commerce

Thailand's stable Government, a free and uniform exchange rate, ample gold and foreign exchange reserves, the almost complete absence of licensing and exchange controls, and minimal Government participation in commercial affairs combine to form a solid foundation for a receptive and rewarding market.

LUTHER

International acceptance of the Thai baht (20.80 = $1) as a hard currency and the substantial loans granted for industrial and development projects by the World Bank and other organizations indicate that Thailand is considered a sound credit risk, and has a viable and expanding economy.

The country's economy is prospering. Its chief exports—rice, rubber, corn, tin—earn sufficient income to make large imports possible. Total two-way trade exceeded $1 billion in 1962, and has continued to rise. Gradual industrialization is creating a demand for capital equipment as well as jobs for individuals, who can now afford quantities and varieties of consumer goods previously out of their reach. Economic development has been supported by foreign investments and domestic capital. Industrial production is increasing moderately but steadily.

The Thai Government recognizes the need for foreign investment to achieve the goal of national economic development. Under the liberal investment law (see accompanying article by Mission member Finley) as administered by the Board of Investment, foreign investors are welcomed in almost all industrial and commercial activities. The historic drawback to capital participation in Thailand —lack of basic facilities—is now being overcome, and a large amount of U.S. capital is going into the Thai economy.

Additional incentives to investment are provided by lower Thai business and income taxes, and by the U.S.-Thai double taxation agreement awaiting ratification. (INTERNATIONAL COMMERCE, March 29.)

Scope of market

Thailand's highly fertile central plain is one of the richest sources of food in all of Asia. Vast quantities of rice are grown throughout the region; corn, produced mainly on the more elevated fringes of the central plain, has become a leading foreign exchange earner within the last decade; a prospering citrus region has developed along the famed Friendship Highway (Sara Buri to Korat); and the beginnings of wheat, livestock, tobacco, cotton, and related industries are evident.

Programs to modernize and mechanize, and to ultimately realize the Thai potential for agricultural production are creating unusual opportunities for foreign suppliers in this field.

Within the context of industrial and general economic development, Thailand has emphasized the import of capital commodities and essential consumer products. Commodities which have found a readily receptive market include:

General metals and manufactures including tinplate; general electrical machinery including power generating and distribution equipment, and air conditioning and refrigeration equipment; general industrial machinery including engines; insecticides; paints and varnishes; scientific and professional instruments; textile fibers and varnishes; scientific and professional instruments; textile fibers and manufactures including cotton manufactures; construction, excavating, and mining equipment including power excavators, dredging machinery, and pumping equipment; office machines; tractors and farm implements; and chemical specialties.

Commercial centers

Bangkok is by far the most important commercial center in Thailand. The bulk of Thai imports (usually more than 90%) and exports (more than 60%) move through this port, and all the large merchant houses have headquarters there. Other places of commercial interest are Haadyai and Songkhla in the South (tin and rubber), Chiengmai in the North (silk, handicrafts, some light industry), and Korat, Ubol, and Udorn in the Northeast.

The 25 to 30 large importers dealing in a wide range of products and a like number of smaller specialty importers account for the bulk of imports. The large importers operate by importing for their own account, stocking goods and indenting for end-users including Government agencies. The smaller specialty importers as a rule do not buy for their own account, but are active in indenting for business end-users, and also as intermediaries in obtaining offers from foreign suppliers to present to Government procurement agencies.

Marketing factors

The U.S. Trade Center in Bangkok provides an excellent, low-cost opportunity for American manufacturers and exporters to test new products and to obtain local representation for their products in the Thai market.

Thai buyers prefer to have labels, instructions, and descriptions relating to imported products printed in the Thai language.

Advertising should emphasize graphic displays rather than written text. Emphasis on brand names and trademarks —through the media of motion pictures and television—are equally important in Thailand as in the United States.

The Thai consumer is price conscious, particularly when buying consumer goods and small machinery and appliances. U.S. firms often find it advantageous to eliminate certain cost factors applicable only to the U.S. market, thus making possible a more competitive price quotation.

Terms of payment are becoming increasingly important. Availability of commercial credit is limited, partly because capital is inadequate to meet present demands, but also because lending institutions have not yet reached a stage of development to administer capital resources most effectively.

Thai businessmen and merchant houses (prime borrowers) pay 12 to 15% per annum; smaller, poorly secured borrowers may pay 25 to 40%. To be competitive, foreign suppliers should consider credit terms to Thai importers of 6-8%, up to 180 days for consumer goods and up to 24 months for small machinery and equipment. Ultimately, the U.S. exporter must play the dual role of seller and money lender to meet the terms offered by competitive suppliers.

Thai buyers are aware of the quality of U.S. commodities and often are willing

to pay a premium for such goods, but do not automatically accept a product with a "Made in U.S.A." label.

After-sales service is important, particularly for machinery and equipment of all types. Parts inventories, trained repairmen, and fast communications are provided by many foreign suppliers. The Thai buyer has learned to expect similar treatment from all sources.

Potential for U.S. businessmen

Thailand is a good customer for U.S. products, having imported U.S. commodities valued at (f.o.b. prices) $96 million in 1963 and $83 million in 1964. U.S. suppliers have an estimated 17% share of the market. American capital investments, now estimated at $50 to $60 million, may be augmented by an additional $30 to 40 million in the near future.

Industrial and infrastructural advances have opened new opportunities for U.S. businessmen. Overall progress in existing sectors and the introduction of several new programs are creating marketing and investment opportunities in the following fields: Railway modernization; irrigation and flood control; hydroelectric power developments; mineral surveying; highway, tunnel, and bridge construction; telecommunications; general construction; and general industrial projects, especially in primary product processing and small machinery and equipment manufacture.

The Thai market holds considerable potential for the alert U.S. supplier and investor. The ground rules of doing business in Thailand must be observed; foreign competition is rugged, but basically open, and can be met; extensive marketing and investment groundwork must often be undertaken before results are apparent; however, profitable transactions can be achieved by the U.S. businessman who is willing to aggressively develop business opportunities in Thailand.

Canadian trader denied U.S. exports for 60 days

Joseph Lewo, known also as Joseph Jeuda Levos, Joseph Levo and Joseph Liebow, of Montreal, Quebec, and two Montreal concerns in which he is a principal, have been denied all U.S. export privileges for 60 days, to permit further inquiry into his suspected diversion of U.S.-origin goods to Cuba.

The sanctions, applied after an investigation by the Department's Bureau of International Commerce (BIC), were effective as of May 20.

The companies named as related parties with Lewo, are J. L. International, Ltd. (formerly called Jaymor Enterprises, Inc.) and Canex, Ltd.

BIC said that there is reason to believe Lewo has been participating with Pierre Emile Marie Contresty in operations involving reexport of U.S.-origin commodities to Cuba, in violation of Export Control Regulations.

Contresty was denied U.S. Export privileges in 1963.

While the suspension is effective, all outstanding validated export licenses in which Lewo and the two companies have an interest are cancelled. The restrictions apply to any agents or employees of Lewo and the companies, and all persons are denied the privilege of taking part with them in export operations involving U.S.-origin commodities or technical data.

Deadline near for entering Essen's welding goods show

The time is getting short for entry into the Trade Fair for Welding and Cutting in Essen, Germany, the Bureau of International Commerce warns. The exhibit of American gas and electric welding and cutting equipment at this international event will be open Sept. 25-Oct. 3.

Western Europe represents an expanding market for U.S. welding equipment and supplies. During 1960-1963 U.S. shipments to Western Europe totaled more than $36 million.

U.S. exports of gas and electric welding equipment and supplies to Germany have also shown substantial growth during the period 1960-1963.

German purchases of gas welding equipment, accessories and parts from the U.S. increased from $156,000 in 1960 to $238,000 in 1963.

Welding rods and wires enjoyed a steady sales growth for the same period, rising from $485,000 in 1960 to $624,000 in 1963.

Shipments of electric and arc resistance welding equipment, accessories and parts maintained a steady average annual rate of $680,000.

American manufacturers interested in participating **write:** Bureau of International Commerce, (Code 8193), U.S. Department of Commerce, Washington, D.C. 20230, (Phone: Area Code 202, WO 7-3842), or contact any of the Department's 42 Field Offices.

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West Coast classes in world commerce to begin in fall

University of California works with Trade Authority on series

A comprehensive program of international-trade courses and lectures is scheduled to begin in San Francisco in the fall under the auspices of the University of California Extension and the San Francisco World Trade Center Authority.

Planned by a 21-member committee of Bay Area leaders in business, industry, trade and education, some of the scheduled courses will cover international marketing, overseas management, principles and problems of international business, and international economics.

Purposes will be to focus attention on California's growing role as a center of world trade, provide useful background for personnel of firms carrying on business outside of the United States, and put a spotlight on opportunities for companies which have not yet entered the foreign field.

Meetings begin in September at the University of California Extension Center, 55 Laguna Street, San Francisco.

The program's advisory committee is chaired by Lester L. Goodman, chairman of Getz Brothers & Co. and acting chairman of the San Francisco World Trade Center Authority.

The honorary chairman is Adolph P. Schuman, president, Lilli Ann Corp. and chairman of the California World Trade Authorities Coordinating Council.

Elmore M. Day, Jr., coordinator of the University of California's Business Administration Extension, is serving as the committee's executive secretary.

Write: University of California Extension, Berkeley, Calif., 94720. Telephone: (415) THornwall 5-6000, ext. 3112.

Engineers perfect double-barrelled convention plans

Society's annual meeting will mesh with talks on training

The first international conference specifically devoted to engineering education will be held June 21-25 in Chicago in conjunction with the 73rd annual meeting of the American Society for Engineering Education (ASEE).

The World Congress on Engineering Education is expected to be attended by some 400 delegates, in addition to the 4,000 who will be participating in the ASEE annual meeting. Both events will take place at the Illinois Institute of Technology.

A June 22 morning discussion group will be especially meaningful for personnel of firms engaged in international commerce. The subject will be "Interchangeability of Engineers Working in Different Countries."

Sponsors of the World Congress, in addition to the ASEE, are the U.S. Engineers' Council for Professional Development, the Conference of Engineering Societies of Western Europe and the United States (EUSEC), and the Pan American Federation of Engineering Societies (UPADI).

Annual meeting

Tying in with the Congress, ASEE's annual-meeting theme will be "World-Wide Goals of Engineering Education."

Presiding at various sessions will be Elmer C. Easton, ASEE president; Ralph A. Morgen, World Congress on Engineering Education Committee; Wladimir W. Grigorieff, chairman, International Engineering Education Committee; Lee H. Johnson, chairman, Engineering College Administrative Council; Alfred C. Ingersoll, chairman, Relations with Industry Division, ASEE; Merritt A. Williamson, chairman, Engineering College Research Council, and Walter M. Hartung, chairman, Technical Institute Council, ASEE.

Write: World Congress on Engineering Education, American Society for Engineering Education, University of Illinois, Urbana, Illinois.

India's economic climate is conference topic

June 14-16 New York sessions to hear U.S., Indian speakers

"Doing Business in and with India" will be the subject of a 2½-day briefing session at New York City headquarters of the American Management Association (AMA), June 14-16.

Speakers from India and the United States will discuss economic developments, commercial banking, project financing, taxation, company operations and prospects for profitable investment in India's expanding market of 480 million people. Case histories of three American companies' joint-venture operations in India will be presented and discussed.

R. V. Subrahmanian, executive director of the Indian Investment Centre (IIC), New Delhi, will speak on policies and procedures affecting foreign private investment in India. With him will be M. Gopala Menon, IIC resident director in New York, and Sidney Sherwood, adviser to the Centre in New York.

Third year

The June 14-16 event will mark the third year in succession that such a briefing session on India has been organized. Frank Dellunde, AMA program director, general management division, says the latest session is occasioned by recent Indian governmental steps to widen U.S. business participation in India's industrial development, and the increasing interest manifested by U.S. companies.

Write: American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020. Telephone: (212) 556-8171.

Research group offers coal export projections for '70

Steadily rising worldwide demand for all types of energy will mean, among other things, that ocean-borne coal will amount to 110 million metric tons a year by 1970—half of it to be accounted for by U.S. exports.

This was the projection made in a recent study by Independent Sea Transport Research, Ltd., of London.

Coal, according to the study, will maintain its level in absolute quantity while declining relatively in competition with oil, gas, hydroelectric and nuclear power.

With the U.S. coal export traffic for 1970 estimated at 55.4 million tons, about 40 million tons are expected to go to European Coal and Steel Community nations, 6.5 million tons to Japan and 10.9 million tons to Italy.

Brazil dedicates big power plant

Furnas hydroelectric project, in the works since '58, serves expanding industries and a growing population

Brazilians reached a milestone in their march to economic development this month with dedication of the mammoth Furnas Dam project, one of the top 10 hydroelectric power installations in the Western Hemisphere.

Built in the tropical valley of the Rio Grande 275 miles northwest of Rio de Janeiro, the project is vital to a plan to supply more electric power to the growing population and expanding industries of Brazil's major urban centers—Rio, São Paulo and Belo Horizonte.

Although it presents the world's eighth highest earth-and-rock dam wall, Furnas commands interest for a much more important reason. When it reaches full operation next year, it will generate 1.2 million kw. for Brazil's power-hungry south central industrial triangle.

Thus this multimillion-dollar product of Alliance for Progress co-operation, having created robust export business for U.S. manufacturers in the course of construction, will continue to contribute to world trade opportunities for U.S. businessmen.

What it took

Furnas sits half a mile above sea level in the developing Brazilian state of Minas Gerais. In the construction, 25 million cubic yards of earth were moved and half a million cubic yards of concrete were poured.

Five thousand men worked five years with the largest assembly of construction equipment ever seen in Brazil—102 dump trucks, 17 excavators, 44 tractors, 260 miscellaneous motor vehicles, 100 welding units, 82 hydraulic pumps, 41 compressors and an assortment of 500 other items.

The Furnas reservoir covers almost 1000 square miles and contains 25 million cubic yards of water—almost twice the volume behind Grand Coulee Dam.

In January 1963, when the dam was complete, the river diversion tunnels were closed and the great man-made lake began to fill. Work continued on the installation of generating equipment.

In September 1963, when the lake was one-third full, the first 150,000 kw. unit went into operation. Two months later the second 150,000 kw. unit started.

When Furnas was proposed in 1957, the International Bank for Reconstruction and Development made a $73 million loan to cover the first construction phase. Additional local-currency financing was provided by Brazilian sources.

In the last two years the United States, through the Agency for International Development, has participated in the venture with technical as well as loan assistance.

AID helped to finance the initial construction phase with local-currency loans aggregating 11.07 billion cruzeiros (presently equivalent to about $6 million) derived from the sale of U.S. food commodities in Brazil under Public Law 480.

In October 1964, AID made a dollar loan of $16.7 million to finance construction of 480 miles of transmission lines linked to Furnas and to the Peixoto Dam, another power installation on the Rio Grande. The Peixoto plant now is being expanded with the help of a $20.4 million Alliance for Progress loan (INTERNATIONAL COMMERCE, Feb. 1). Together, Peixoto and Furnas will have a power generating capacity of almost 1.7 million kw.

Brazil's annual 9% increase in power-generating capacity falls short of meeting the country's mounting demand. Acute power shortages have resulted in blackouts in Rio and industries have had to curtail power consumption by 50%. To fill the gap between supply and demand an annual increase of 12% in available power is considered necessary.

Furnas is owned and operated by Central Electrica de Furnas, S.A., a mixed public-private corporation. The principal shareholder is Electrobras, the Brazilian federal electric power authority, with a 51% interest.

The power plant is located in Alpinopolis Township, a self-contained community with new housing, a grade school, hospital, police and fire departments, movie theater, clubs and stores to serve 4,000 employees and their families.

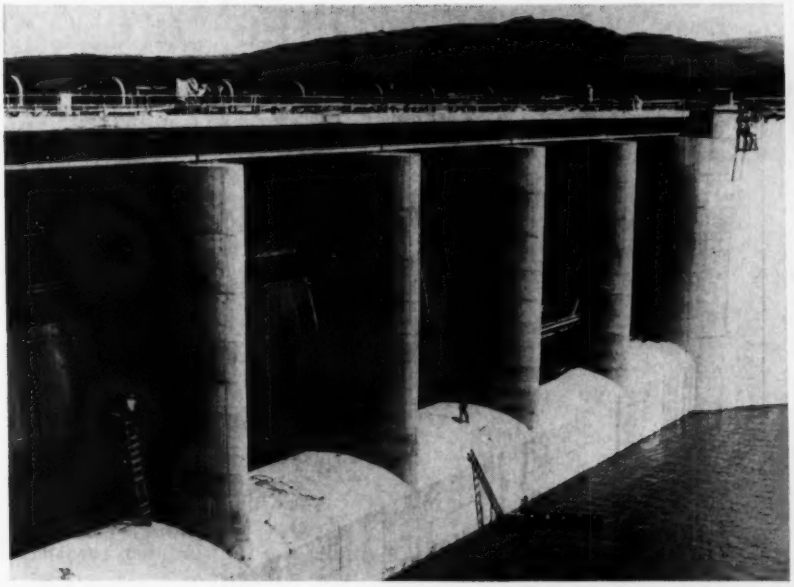
Furnas was dedicated May 12 in a ceremony attended by Brazilian President Castelo Branco, U.S. Ambassador Lincoln Gordon and others who had a part in planning and building the project.

IN A TROPICAL VALLEY HALF A MILE ABOVE SEA LEVEL, Brazil's mammoth Furnas Dam creates a lake that covers 1000 square miles. Power-generating giant will serve nation's south-central section.

THIS WAS THE WAY IT LOOKED in November, 1958, as workmen drilled and blasted tunnels to divert Rio Grande at damsite 275 miles northwest of Rio.

EIGHT GIANT PIPES to carry water from reservoir to generators were put together like this.

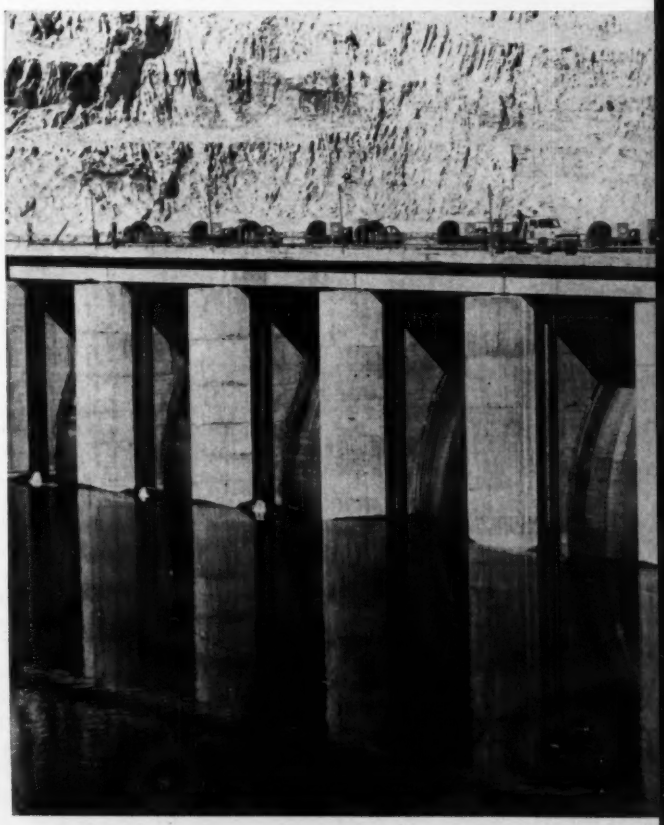
BY JUNE, 1961, with one of the world's highest earth-and-rock fill dams taking shape in the valley, Furnas looked like this. Diversion tunnels are at left.



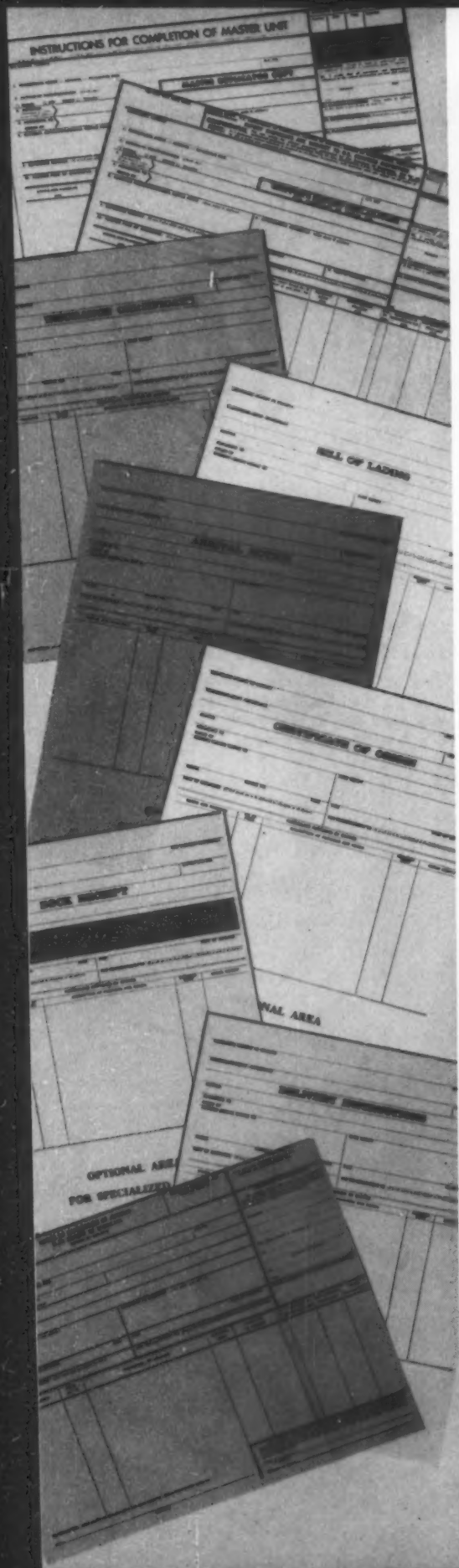
THE DAM WAS FINISHED, the diversion tunnels were closed and the vast reservoir slowly began to fill in January, 1963. Using boat, ladder, rope, workmen clamber on spillway as water rises.

WORKMAN IS A DWARF next to giant generator part for power plant. (World Bank, AID photos.)

RESERVOIR RISES to normal level at spillway. First 150,000 kw. unit of Furnas hydroelectric plant was put into operation in September, 1963, when lake was one-third full. Second started two months later.



SHAPE OF THINGS TO COME was much more obvious in April, 1962, when construction of the spillway at the Furnas hydroelectric project had reached stage seen below. The badly needed power plant, largest of its kind in Latin America, was financed in part by $73 million World Bank loan, part by AID.



Urge European study of new U.S. standardized shipping documents at Geneva meeting

Simplification and standardization of export documents discussed by Economic Commission for Europe with strong plea from U.S. for analysis of new U.S. format

By WILLIAM R. MYERS
U.S. Representative at Geneva

The U.S. and a number of European countries have been studying for some time the simplification and standardization of export documents. In this connection a meeting was held recently in Geneva under sponsorship of the Economic Commission for Europe (ECE) to explore practical ways of further standardizing certain export documents along the lines of the standard layout format developed by ECE as a guide in designing trade documents.

MYERS

The purpose of the meeting was to consider adapting the ECE layout format to rail and highway as well as ocean shipping documents. The meeting was held by a joint sub-group of the Committee on the Development of Trade and the Inland Transport Committee. The Committee on the Development of Trade has had a special working party active in this field since 1960.

The U.S. representative gave a detailed presentation of U.S. efforts to date. He reported that concurrently with European activity in this field, the U.S. has engaged in a major project for the simplification and standardization of export documents. This is the development of what is known as the standard export format, the result of a broadly based collaborative effort of leading shipping associations and interested Government agencies.

This work in the U.S. was coordinated by the National Facilitation Committee, an interagency committee established by the Secretary of Commerce to coordinate Government activities in the area of simplification, standardization and reduction of frontier crossing formalities and procedures. Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, is chairman of the Committee.

Standard export format

The standard export format is actually a packet of eight basic export documents, including the ocean bill of lading and the shipper's export declaration, with a reproducible master. By use of the reproducible master it becomes possible to prepare simultaneously most of the documents covering a given export shipment.

The U.S. indicated at Geneva that the format is receiving wide acceptance from exporters, freight forwarders and carriers. It is expected that it will be used extensively in processing exports moving through seaports on all coasts of the United States. Formalities and procedures for approval of the two Government documents in the packet, the shipper's export declaration and the drawback application form, were completed early in 1965, and the Department of Commerce has announced completion of the last steps for authorizing general public use of the revised versions of those documents.

Ocean B/L is key

Notwithstanding the significance of the shipper's export declaration, which is applicable to goods shipped by all modes of transportation, the key document in the packet comprising the standard export format is the ocean bill of lading. The standardization of this document promises to eliminate perhaps as many as several hundred forms of the document now in use.

Its standardization is especially important since the ocean bill of lading is the vital link in the chain of documents needed in moving an export shipment from an inland point in the United

States, across the ocean and to an inland point in Europe. Without standardization of the ocean bill of lading, development of a through bill of lading to cover such a shipment would be virtually impossible.

At Geneva the U.S. strongly urged that the Economic Commission for Europe once again analyze the United States standard format, and redesign the ECE layout key so that it will be more compatible with the U.S. format. In the discussion it developed that there was serious doubt as to the suitability of the ECE layout format for use in shipping goods by rail and highway in Europe. This indicates that re-evaluation of the existing ECE format may be necessary in any event.

U.S. backs own format

The United States has attached increased importance to simplifying and standardizing documents that cover the shipment of goods in international trade. It is convinced that its own standard export format will result in substantial savings to shippers and carriers and that in this manner it will contribute substantially to the expansion of trade.

The interest of the U.S. in simplifying the entire chain of documents that move goods tends to emphasize the importance of international standardization. From the standpoint of the United States the most desirable basis for such standardization would be the form and design represented by the adoption of an internationally acceptable format based on the U.S. standard export format. It is believed that this format is preferable to the ECE layout format from the standpoint of sound principles of design and adaptability to new documentation techniques including automatic data processing and optical scanning.

As a result of the U.S. position, the ECE group decided that further study of the compatibility of the ECE layout format with other documents was necessary. To permit time for this, the next meeting to consider this subject within ECE will be convened in January 1966.

New Chilean price rules affect import registry

Chilean Central Bank Circular No. 483 of April 22 states that:

1) In cases where the representative or distributor operates on the basis of net factory prices, these prices are the ones that must be indicated on the registration as the value of the merchandise. Authorized banks may remit abroad the value indicated in the registration, with prior verification that the Supplier's Certificate stipulates that there is no sales commission.

2) When the representative or distributor operates on the basis of a commission that may be deducted from the price, the value appearing in the Import Registration may include said commission, but it will not be remitted abroad and must be liquidated by the commercial banks, in accordance with the Supplier's Certificate, in local currency, at the same rate of exchange of the coverage.

Instant savoir faire

Air France's new booklet, "Appointment in Europe," is a thumbnail guide of European business etiquette designed to help the U.S. businessman feel more at ease in dealing with his European counterpart.

The booklet can be obtained free of charge at Air France offices located in the principal cities of the U.S. and Canada, or by writing to Air France, P.O. Box 707, New York, N.Y. 10013.

Pakistan firm wants help in making drugs, toiletries, cosmetics and insecticides

A leading Pakistan drug and pharmaceutical firm wants licensing arrangements or joint ventures to manufacture pharmaceuticals, cosmetics, insecticides and toiletries, with the latter products to utilize the aerosol spray can principle, and a company official will visit the U.S. to find partners. While dollar capital is not required, the firm will consider an investment proposal up to $500,000.

However, technical know-how, marketing advice and the use of trade names is requested. In addition to the royalty provisions for these services the firm will agree to purchase raw materials from a source chosen by the American collaborator.

Mr. Kabir Ahmad, partner in the firm Fazal Din and Sons of Lahore will arrive in the United States on June 15 to contact companies regarding the above products. Interested firms may **write** him for an appointment while in this country c/o Consulate General of Pakistan, 12 East 65th St., New York, N.Y. 10021.

General information can be obtained by **writing:** Fazel Din & Sons, Ferospur Road, Lahore, West Pakistan, WTD.

Tariff Commission hearing to study monopoly charges in U.S. watch industry

The U.S. Tariff Commission will hold a public hearing on July 19 in connection with its investigation of an alleged conspiracy to monopolize the watch trade in the United States.

The Elgin Watch Company and the Hamilton Watch Company have complained to the Tariff Commission about alleged unfair competition in the import and sale of watches in the U.S.

The firms allege numerous competitors and their overseas subsidiaries are conspiring to restrain and monopolize the U.S. trade in watches.

The hearing will begin at 10 a.m. in the Hearing Room of the Tariff Commission Building, 8th & "E" Sts., NW., Washington, D.C. All concerned parties will be allowed to produce evidence and present their views of the investigation's subject matter.

Penn State sends books on commerce to Costa Rica

More than 500 books in the field of business and economics are now on their way to the University of Costa Rica from the students and faculty of Pennsylvania State University. The plan to collect and ship the books was a project of the Student Council of the College of Business Administration.

The idea for the project evolved after six members of the business administration faculty visited the University of Costa Rica last year as members of a USAID team. Their purpose was to confer with officials and faculty of that university in an evaluation of its School of Economics and Social Sciences.

During March, the Student Council gathered books from faculty and students to augment the collection in the University of Costa Rica library. All were reviewed by a committee of faculty members, and a collection of more than 500 of the best business and economics books contributed were selected for shipment.

There is a limited selection of books in Spanish in these fields, but many of the faculty and students read and speak English, and a translation service may be instituted in the library.

"It is our hope," says Robert E. Rissberger, of Webster, N. Y., chairman of the CBA Student Council Book Committee, "that the results of this project will, in some small way, help to strengthen this country's ties with our Costa Rican friends for years to come."

OUTBOARD MOTORS attract attention of an interested viewer in Tokyo Trade Fair that closed May 6. McCulloch International, Inc., of Los Angeles have shown their products in many fairs sponsored by Commerce.

SOFT PRETZELS were introduced to Japan at the Tokyo Fair by Engle Associates, Inc., of Philadelphia. Uncounted thousands of samples were distributed to the throngs crowding their booth.

Leisure time: bus

The U.S. Pavilion at the 6th Tokyo international Trade Fair (closed May 6) attracted some half-million visitors despite two weeks of bad weather. The U.S. spotlighted hobbys, sports and leisure-time products in their exhibition.

Sporting goods, Hi-Fi equipment, cameras and photo equipment, outboard motors, camping equipment, model cars, sporting firearms, musical instruments and picnic equipment were shown and demonstrated by 25 U.S. firms.

More than $100,000 in sales were reported from the floor during the show, with one barbeque equipment manufacturer selling over $6000 worth of equipment and a hobby paint kit manufacturer over $62,000 from the floor. Model-car and hobby-kit sales totaled over $35,000 during the show.

No figure on agents secured was released by exhibitors, but at least 50

RACING CARS AND SKEET GUNS were among hits that attracted Japanese buyers as well as attention of the general public.

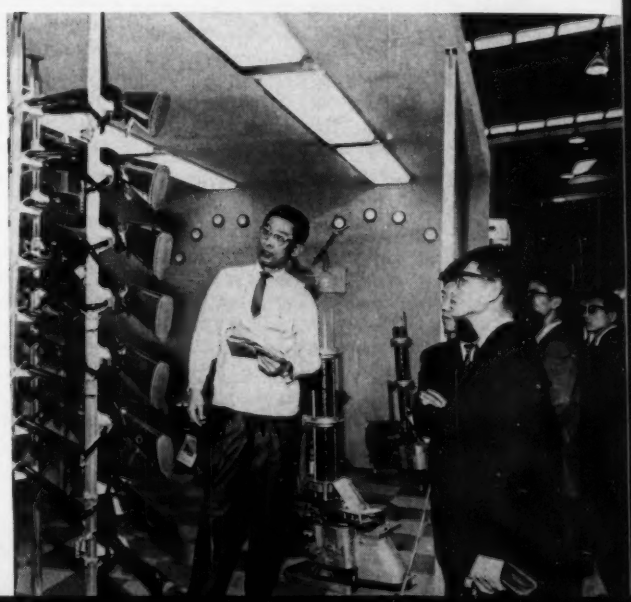
sy time in Tokyo

contracts were known to have been signed on the floor, and U.S. firms estimated their sales for the next 12 months as a result of their participation would exceed the $3 million mark in Japan.

The purpose of several of the exhibits was to expose the manufacturer's product to the general public and generate local publicity so that appropriate agency representation could be attained.

The Japanese trade press gave considerable space to the U.S. exhibition, and the general press played up the U.S. as being the only nation to have participated in the five previous Tokyo fairs. The show also received generous TV and radio coverage in Japan.

This was the first time that the U.S. Pavilion was presented as a purely commercial endeavor under the BIC Commercial Exhibitions program. It was the 23rd commercial exhibition to be presented overseas by the Bureau of International Commerce.



Catering equipment will be featured at Bangkok Center

Survey shows market for modern service equipment due to booming construction now taking place

A recent market survey conducted in Thailand for the Bureau of International Commerce indicates continued expansion in tha* area in construction and modernization of commercial buildings and a booming market for contract furnishings, builder's hardware, and institutional catering equipment.

So that U.S. manufacturers may take advantage of what is reported to be a possible $10 million Thai market for modern catering equipment, the U.S. Trade Center in Bangkok will stage a hotel, restaurant and apartment house equipment show Sept. 15-Oct. 1.

Ample foreign exchange

Thailand's economy is strong and there is ample foreign exchange to pay for U.S. goods, the report indicates.

American products enjoy built-in advantages in this market. They have a reputation for dependability, quality and technological superiority.

Low-priced products which are durable and efficient are in greatest demand. However, there is a growing need for new and more sophisticated products, primarily in food handling devices which can increase food output while lowering production costs.

Manufacturers interested in taking part in the Bangkok show may write or call the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230, area code 202, WOrth 7-3973, or contact any of the Department's 42 Field Offices.

SPANISH FAIR DATES

The National Fair of Shipbuilding Industries and Regional Samples Fair will be held July 15-30 at El Ferrol del Caudillo, Spain, the American Consul there reports. For additional information, **write:** Jose Lorenzo Garcia, Director General de la Feria Nacional de las Industrias Navales y de Muestras del Noroeste, Apartado 10, El Ferrol del Caudillo, Spain.

OATH OF OFFICE is administered to Wolfgang F. Robinow, newly appointed Director of the U.S. Trade Center in Frankfurt (right). James Johnson, new Frankfurt Consul General, is shown at left.

New director named for Frankfurt Center

Wolfgang F. Robinow, of East Providence, R.I., has been named director of the U.S. Trade Center in Frankfurt, West Germany. He succeeds Edmund F. Becker, who will become senior commercial officer at the U.S. Consul General office in Frankfurt.

The Frankfurt Center is one of six permanent exhibit and export promotion centers for U.S. products operated overseas by the Bureau of International Commerce (BIC). The other centers are in London, Milan, Stockholm, Tokyo and Bangkok. During June 9-16, Frankfurt will be the scene of the 100th trade center exhibit since the program was first launched in June 1961.

Before coming to BIC, Robinow served as general manager of AMF Deutschland, wholly-owned German subsidiary of American Machine and Foundry. Previously he was North American advertising and public relations manager for Mercedes-Benz. He is a member of the Board of Directors of the American Chamber of Commerce in Germany.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Packaging fair in Copenhagen will be held again in '67

34 U.S. firms had exhibits at '65 event attended by 45,000

Among the 324 firms from 19 countries exhibiting at the International Packaging Fair, NORDPACK, in Copenhagen April 23 to May 2 were 34 U.S. firms. There was no official government participation from any country. The fair was so successful that its sponsors plan to repeat it in 1967.

The Universal Fair and Exhibition Service, Ltd., in collaboration with the Danish Packaging Institute, has set April 27 to May 5 as the dates for the '67 event.

The 45,000 visitors saw products exhibited in four main categories, Marion E. Anderson, Commercial Attache in Copenhagen, reports.

They were: *raw materials and finished goods* (adhesives, anti-corrosives, cushioning materials, films, laminates and coated materials, metal, paper, pasteboard, cardboard and corrugated fiberboard); *machinery and equipment* (marking devices, bag-closing machinery, carton- and case-loading machinery, printing, stapling and stitching machines, vacuum sealing machines, to name a few products); *packages* (aerosols, aluminum containers, plastic bags and netting, wooden packaging, drums, foamed plastics, labels, etc.) and *services* (contract packaging, laboratory testing).

Film Festival at Locarno July 21-Aug. 1 this year

The 18th International Film Festival will be held in Locarno, Switzerland, July 21 to August 1. Facilities will be made available for an international film market. Motion pictures entered in the festival will be shown, free of charge, in two local movie theaters, starting July 22.

The festival organization states that projection facilities, transportation of the copies to the city and collective publicity in the festival's official daily publication, will be made available to participating firms without charge. Producers and distributors participating in the "Film Market" will have to bear only the cost of shipping the films to and from the festival.

Air magazine covers Paris Air show in detail

Complete information on U.S. exhibits at the Paris Air Show, July 11-21, is contained in the June issue of AIR FORCE/SPACE DIGEST INTERNATIONAL, published by the United States Air Force Association, Suite 400, 1750 Pennsylvania Avenue N.W., Washington, D.C. 20006.

Swiss offering test market for electronic items

INEL Fair, Sept. 7-11, seen as best chance to introduce new products to European buyers

The idea that Switzerland in 1965 is an ideal test market for U.S. electronic products is appealing to many manufacturers in this country who have signed up for participation in a trade fair at Basle.

Entries are still being accepted for participation in the U.S. commercial exhibit at the Second International Exhibition of Industrial Electronics (INEL) Sept. 7-11, the Bureau of International Commerce has announced. But time is getting short.

The INEL Fair has an excellent reputation based on the 1963 event, when more than 300 exhibitors from 16 countries displayed electronic equipment valued at $2.5 million. A total of 20,000 of Europe's leading buyers, agents, distributors, engineers, scientists and public administrators attended.

This year INEL will again feature the latest developments in industrial electronics—components, electronic measuring devices and equipment for industrial applications.

The U.S. Exhibit will offer American manufacturers a prestige setting and will provide the following aids:

- An agent-finding service.
- Design and mount exhibits.
- Exhibit housekeeping service.
- Over-all management team.

Write: Bureau of International Commerce, Code 8150, U.S. Department of Commerce, Washington, D.C. 20230, or phone Area Code 202 WO 7-5680.

Hungarian press hails U.S. show at Budapest fair

Thousands crowd into American Pavilion as newspapers term first exhibition "appealing"

"Appealing" and "tasteful" are the terms the Hungarian press applied to the U.S. Exhibit at the Budapest International Fair after it opened May 21.

In the first hour, more than 2,000 visitors inspected the U.S. exhibit. Despite cold, rainy weather 70,000 persons visited the U.S. pavilion in the first two and a half days. More than 2,000 people had to be turned away at closing time in the evenings. The fair will continue through May 31.

Three Deputy Prime Ministers of the Hungarian Government, Fock, Apro and Fiker together with Mrs. Janos Kadar, wife of the Premier of Hungary, toured the U.S. exhibit on opening day. Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business who represented the United States at the opening, was told by Deputy Prime Minister Fock that U.S. participation in the fair should be a favorable factor in U.S.-Hungarian relations and he hoped the U.S. would participate again next year.

Visitors seem most impressed by the modern American kitchen on display, electrical appliances, food processing and packaging machinery, computers, American telephones and farm machinery, exhibits which illustrate the theme of progress that America has made in the past two decades in the production and distribution of goods for the benefit of the average consumer.

The U.S. Pavilion is built around a statue of George Washington that was erected in 1906. Behind the statue is a picture gallery of the four recent American Presidents: Truman, Eisenhower, Kennedy and Johnson. A message from President Johnson greets visitors at the entrance of the exhibit. The message reads: "In our exhibit we hope to show you something of America and the products, services and technology we have developed. These are the creations of a dynamic society which offers its wares not only to our own citizens but to others throughout the world. Convinced that peace and progress are inseparable American society shares fully with all peoples the aspirations for a world at peace."

PRIOR TO OPENING the U.S. Pavilion at Budapest Fair Richard Davies, USIA; Elim O'Shaughnessy, American Embassy; and Alexander B. Trowbridge, Assistant Secretary of Commerce, make a last minute inspection of the American exhibit area.

Thirty-four other countries are participating in the fair including Red China and the Soviet Union.

90 U.S. firms to exhibit at Polish Trade Fair

Ninety U.S. firms will show products illustrating scientific and technological ingenuity at the 34th International Trade Fair in Poznan, Poland, June 13 to 27.

Representative Clement J. Zablocki of Milwaukee, veteran U.S. Congressman from the 4th District of Wisconsin and member of the House Foreign Affairs Committee, will represent the United States at the Fair. He will open the U.S. Pavilion on June 13.

"Electricity in the Home, on the Farm, and in the Factory" is the exhibition theme. Completely furnished rooms from a typical American home, demonstrating how popular appliances help the homemaker of today, will be among the exhibits. Ford & Earl Design Associates of Detroit, Michigan, designed the U.S. Exhibit.

Food processing equipment for the baking and dairy industries and high-speed packaging equipment will be operated in the "Electricity in the Factory" section.

American musical programs will be a special attraction.

Visitor enjoys trying newer U.S.-style telephones.

Budapest International Fair—1965

Photo report from first U.S. Trade show in Hungary

Comet Industries stand at Budapest International Fair 1965 greets the first of thousands of visitors who thronged into the U.S. Pavilion during the 10-day showing of the first U.S. exhibition in Hungary.

Blind workers are trained to operate a U.S.-made conveyor belt as part of a demonstration showing how U.S. provides work for handicapped personnel. Below, extreme left, Mrs. Janos Kadar, wife of Premier of Hungary discusses demonstration of U.S.-made kitchenware with U.S. officials on opening day.

Hungarian housewives seemed most impressed by the modern American kitchen on display in the U.S. Pavilion and asked demonstrators many questions about equipment and "ready-mixes."

Japan keeps on booming

Growing middle class beefs up market for sales of U.S. consumer goods

By J. A. VAN SWEARINGEN
Commercial Attache, U.S. Embassy, Tokyo

The story of Japan's post-war recovery and boom has been told many times, and it reveals a variety of promising markets for U.S. products. Technical products and raw materials required for the nation's industrial development continue to hold the center of interest, but as more families climb into the middle income brackets the demand for consumer goods rises along with them.

The Government's program for liberalizing imports through unrestricted licensing has been somewhat disappointing, and strict controls continue in effect for many items, including edible products, large steam turbines and electric generators, certain machine tools, and motor vehicles and parts.

For some controlled items, however, although still required, licenses are issued almost without limitation. A case in point is passenger automobiles, imports of which were valued at $26 millon in 1964.

For machine tools, the need for a wide variety of specialized tools has resulted in partial liberalization. Even more than that, import duties were exempted on special equipment imports valued at $164 million in 1963.

On the other hand, the fear that large foreign automobile manufacturers might gain a foothold in the domestic market has meant a continued tight limitation on the importation of car parts for assembly in Japan.

Promising areas

Research studies undertaken by the Embassy for the U.S. Trade Center in Tokyo have turned up some of the more promising areas for marketing in Japan.

Air conditioners: A small sample survey of Tokyo homes conducted by the Ministry of International Trade and Industry in 1963, found that only 1.5% of them had air conditioners, while 70% were equipped with television.

Sales of window and package units were estimated at about 100,000 units for fiscal 1963 (ending March 31, 1964), with annual demand estimated at 260,000 window units and 140,000 package units by 1967, an annual rate of increase of about 30%. Growth rates, 1959-62, were 67% and 48%, respectively, for the two types. Demand for window types in 1970 is estimated at about 400,000 units and for packaged types at 160,000 units.

Animal husbandry equipment: The United States, because of its close association in the development of postwar Japanese agriculture and food supply, has a favorable position in this market, but European competitors are active. The most serious competitive threat, however, is from the rapid improvement of Japanese equipment. While Europe has a freight rate advantage, delivery time should be faster from most U.S. plants.

The Japanese Government is trying to reduce imports of animal feed, which amounted to $19 million from the United States alone in 1963, so it must import equipment to produce feed and fodder. Loss of U.S. feed exports can be partly compensated by greater U.S. equipment sales. Indications are favorable for short term and immediate action is required. U.S. exports of animal husbandry equipment, which amounted to only about $500,000 in 1963, might jump as high as $6 million by 1966.

Equipment for the electronic industry: The electronics industry of Japan has had a remarkable growth, from a product value of $509 million in 1959 to $1.7 billion in 1963. Compared to the United States, development has been proportionately greater in consumer electronic products and in components, including those for export. The industry is now facing a slowdown and readjustment, but output is still eexpected to double between 1963 and 1970.

According to estimates made early last year, equipment investment by major electronics manufacturers in 1964 was expected to reach $113 million, second only to the record 1961 level. Motivated by the increasing cost of labor, manufactures are now striving for greater

THE MOMENT of truth for U.S. exports: on the shelves in direct competition with other nation's goods.

IMPORTS get the once over from this Japanese shopper. Japan is a great market, but all U.S. products will be up against vigorous competition.

mechanization. Despite the small value of probably less than $1 million annually for the main types of equipment imported from the United States, there is a definite need for advanced equipment to mechanize output of electronic components. This need should provide an increasing market for U.S. equipment.

The Japanese electronics industry is in tune technically with the United States, so despite European competition U.S. suppliers should be able to gain the majority of the business.

Metal surface finishing equipment: The Japanese market for metal finishing equipment appears to be on the order of $40 million annually and is growing rapidly. Between 1957 and 1961 there was a 277% increase in output by independent metal finishing shops.

Competition against U.S. imports will come from local manufacturers, particularly those licensed by American and European leaders in the industry. For bulky equipment and items in strong demand, manufacture in Japan under license probably will continue to expand. But for specialized machines, instruments and components for the metal finishing field there should be many items that can be imported more economically than they could be made in Japan, in view of tooling costs for limited production runs. Both in Government and industry there is a strong desire to modernize metal finishing equipment and methods. The time is right for United States manufacturers to introduce new products.

Industrial pumps and compressors: There is an attractive market for both pumps and compressors. Certain large types such as public works pumps, petrochemical gas compressors offer special opportunities but the chief prospects seem to be for small, well-designed, high performance pumps for applications in hydraulics, food processing, chemicals and other industries which are seeking more durability and better characteristics.

It's hard to predict how thoroughly the licensees in Japan of overseas makers will fill these needs, but United States firms not yet active in Japan should push their newest products. In this way U.S. industry can preserve the $16 million export market which it now has, and perhaps double the amount within several years.

Infants' and children's wear: Imports are expected to increase. The best prospects from the United States appear to be in baby and infant needs, and in summer rather than winter apparel for older children. Trade sources emphasize that anything new is of interest. Locally produced products of good style and quality are increasing, so the American exporter must pay careful attention to the specific market requirements for his particular product, packing and shipping, timing of offerings and credit terms, as well as advertising and assistance with point-of-sale promotion.

From less than $1 million in 1963, American exports to Japan in the infant and children's wear and accessory field can be expected to increase, and could possibly reach several million dollars in a few years given additional promotional effort and activity by new exporters, and a high level of consumer demand.

Helsinki importer loses rights to U.S. exports

Ilmari Kokkonen, doing business as Tetalon, Helsinki, Finland, has been denied all U.S. export privileges indefinitely for failure to furnish requested information about the disposition of tantalum powder, a strategic material used in electronics manufacturing.

The suspension was applied after an investigation by the Department of Commerce's Bureau of International Commerce (BIC), and will remain in force until Kokkonen, who is engaged in trading and processing chemicals and metals, has replied to BIC inquiries and furnished specific documents covering his operations.

Kokkonen purchased from a U.S. supplier a quantity of tantalum powder which, there is reason to believe, was delivered to an unauthorized destination after re-exportation from Finland.

All outstanding validated export licenses in which the respondent has an interest are cancelled; the sanctions apply to agents and employees of Kokkonen, and all parties are forbidden to engage with him in export operations involving U.S.-origin commodities or technical data.

Nigerian payment balance improves, investors welcome

Petroleum export earnings offset burgeoning imports

Nigeria's external reserves and balance of payments showed improvement in 1964, according to the recent budget speech by the Finance Minister of the Federal Republic of Nigeria. Increased foreign private investment and export earnings on crude petroleum offset the negative effects of burgeoning imports and lagging exports of some other Nigerian products.

The Finance Minister estimated that Nigeria's annual earnings from oil exports might reach $280 million by 1967, indicating a bright long-term balance of payments outlook. There will still be concern in the immediate future, however, since Nigeria's foreign exchange reserves at the end of 1964 stood at a minimum safe level, equivalent to about four months of normal imports.

Overall, the budget message was quite reassuring to private foreign investors. The minister emphasized that Nigeria continues to welcome foreign private capital. He also assured investors that no restrictions on flows of profits out of Nigeria were contemplated, although he said Nigeria hoped investors would reinvest a large proportion of earnings.

The budget presented by the Finance Minister calls for net revenues of $269 million to the Federal government after distribution of about $179 million to the four regional governments. Recurrent Federal expenditures amounting to approximately $241 million were estimated, leaving a surplus of some $28 million. It was proposed that the surplus be transferred to the Development Fund.

Although the capital budget is due to be presented at a later date, the Minister estimated that resources expected to be available for development projects should approximate $117 million, with some $62 million coming from external sources.

In spite of the general tone of the speech, the governments of industrial nations came under criticism for failing to take action on stabilization of cocoa prices. Also, the recently projected increase in freight rates by shipping lines serving West Africa was commented upon unfavorably.

VIEWERS crowd the aisles at the Europe Hall in Amsterdam, an enormous showcase where foreign exhibitors can introduce their products to the Dutch market.

Dutch trade, industrial output hit record levels; prices inch up

Chemical industry continues to show exceptional growth; new Government expected to adopt important new economic policies

Dutch economic activity continued at a high level during the first quarter. Foreign trade and industrial production reached record totals, while prices rose slightly.

The formation of a new government coalition is expected to result in several important new departures in economic policy, including increased government expenditures, greater government involvement in the development of natural resources, no further sales of government property, and the introduction of a capital gains tax on "speculative profits" on securities and real estate.

Imports amounted to $1,748 million, a 2.4% increase over first quarter 1964. At the same time exports rose 11.9% to $1,502 million.

January-February imports from the United States, affected by the U.S. East Coast dock strike, fell to $94 million, 25% below the like period of 1964. The U.S. share of the Dutch market dropped to 8.4% from 10.8% in the first two months of 1964.

Imports for the entire year 1964 reached $7,049 million, up 18% from 1963. Exports totaled $5,805 million, 15% over 1963. Common Market partners accounted for 52% of the Netherlands' imports and 55.5% of its exports in 1964, compared with 1963 shares of 51.5% and 53.5% respectively. The Federal Republic of Germany was the Netherlands' largest single supplier and customer.

European Free Trade Association countries (EFTA) supplied 14% of total Dutch imports, as against 14.5% in 1963. The EFTA market share of Dutch exports dropped to 19.5% in 1964, compared with 21% in the previous year.

Netherlands imports from the United States rose 21% to $775 million last year. The U.S. market share edged up to 11%, compared with 10.9% in 1963.

Leading imports from the United States in 1964 were corn and grains, oil seeds, coal and non-electrical machinery. Substantial gains were reported in Dutch purchases of U.S. milk and cream, plastics and artificial resins, oil seeds, motor vehicles and organic chemical products.

The embargo on steam coal imports from outside the European Coal and Steel Community (ECSC), which had virtually prevented sales of U.S. steam coal to the Netherlands after June 1964, was lifted on April 1. Over the following 12-month period Dutch power stations may import from any source all their fuel needs (fuel oil as well as steam coal) in excess of

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

commitments for 2.4 million metric tons from Netherlands and other ECSC sources.

Dutch exports to the United States rose to a new high of $224 million, 10% above the 1963 level.

Industrial gains

The industrial production index for January rose 6% above January 1964.

The chemical industry continued to show a marked expansion throughout 1964. Preliminary estimates show 1964 chemical sales totaling $1,104 million, 12% above 1963, while chemical exports for the year rose 20%.

Generally mild weather, the use of new devices to permit building during frost conditions, and new incentives to construction workers contributed to the continuing construction boom. The number of dwelling units completed in the first two months of this year totaled 14,239, a 27% increase over 1964. The Minister of Housing Affairs forecasts that the need for about 500,000 additional housing units will be met by 1970.

On an adverse note, the shipbuilding industry's output continued to decline in 1964, dropping the Netherlands from seventh to 11th place among the shipbuilding nations. Dutch shipyards are now expanding into other areas and activities to help make up for the 40% decrease in new ship production.

Search for gas

The search for petroleum and natural gas in the Netherlands continues. Mobil Oil, N.V. recently discovered a considerable gas deposit in the North Sea, three miles off Ameland Island. Domestic consumption of natural gas for heating purposes has increased substantially. By the end of this year there are expected to be one million connections with the natural gas pipeline network.

Construction will start soon on the Netherlands' first nuclear energy power station, located in Gelderland province. The plant, which will have a 50,000-kw. capacity, is to be operative by 1968. Design and know-how will be partially supplied by General Electric Operations.

Investments by government enterprises in 1964 totaled $775 million, a 35% increase over 1963, largely due to natural gas pipeline construction and investments in power stations. Private investments in fixed assets over the first three quarters of 1964 totaled $2,487 million, a 24% rise over the same period of 1963.

U.S. investments in the Netherlands continued to increase during the first quarter. Mobil Oil announced plans for a refinery and cracking installation in the Amsterdam area. Polaroid and IBM revealed plans to build factories in Enschede and Amsterdam, respectively. Penn Controls opened a plant in Leeuwarden.

Several new U.S. subsidiaries have been formed in the Netherlands, among them California Petroleum Nederland, N.V., by Standard Oil of California; Netherlands Gulf Oil Production Co., by the Gulf Oil Corp., and Continental Netherlands Oil Co., by Continental Oil.

U.S. planes sell

During the quarter, KLM announced the purchase of six Douglas DC-9 aircraft to serve its medium-range needs. In so doing, KLM continues to be the only airline to have used every type of Douglas commercial plane.

Since telex communications have largely replaced the international telegram, Western Union of Amsterdam and Commercial Cable Co., of Rotterdam discontinued operations at the end of March. The government-owned Post, Telephone and Telegraph Services will absorb what remains of cable traffic with the United States.

The balance of payments for 1964 showed a current account deficit of $126 million. However, massive capital inflows of over $276 million, which greatly exceeded outflows, helped to bring about an overall surplus of $59 million.

The February cost-of-living index was less than 1% above the level for each of the preceding four months, but was about 4% above February 1964.

Strong 1st quarter indicates another good year for Nicaragua

Ratification of San Jose Protocol tightens CACM trade ties; several Government credit measures should stimulate business

Rapid expansion of the Nicaraguan economy continued during the first quarter of 1965, as indicators pointed to a marked increase in coffee and cotton production. Businessmen were generally optimistic although some concern was evident over weakening coffee prices.

Agricultural exports, mainspring of the economy, earned 34% more foreign exchange during the first quarter than during the same period in 1964. Cotton exports alone were up by 48%, and cotton seed and cotton exports together accounted for 55% of foreign exchange receipts from exports.

Safety Pins

The Tariff Commission has released its report to the President on the probable economic effect of the reduction or termination of the higher duty on safety pins that was imposed in 1957 under the escape-clause procedure.

Copies of the public report are available upon request as long as the limited supply lasts.

Write: The Secretary, U.S. Tariff Commission, 8th and "E" Sts., NW., Washington, D.C. 20436.

Rising banana sales failed to materialize because of blowdowns and the dock strike in the United States. However, sugar sales were three times higher than a year ago, and shrimp, beef, and soluble coffee exports were up.

Foreign exchange expenditures on imports amounted to $24.9 million, compared with $22.7 million during first quarter 1964. An additional $2.4 million worth of imports came from other Central American countries. Leading imports on which foreign exchange was spent were machinery and transportation equipment ($7.3 million), manufactured products classified principally according to materials ($6.6 million), and chemical products ($5.6 million).

U.S. exports up

The total of U.S. exports to Nicaragua continues to rise, but our share of the market declines. Latest figures show $29.2 million of imports from the U.S. during the first half of 1964, compared with $23.9 million during first half 1963. These constituted 45.5 and 46.6% of total imports in the first half of 1964 and 1963, respectively. During the first half of 1964, Nicaraguan imports from other Central American Common Market (CACM) countries stood at $6.3 million, 230% over the like period of 1963.

Nicaragua, the last country to do so, deposited its ratification of the Protocol of San Jose on March 9. Duties on some 600 items were immediately equalized and progressive equalization began on 100 others. The overall result was a lowering of duties on about 80% of the items.

The prior deposit for List III imports (non-essentials) was reduced from 60 to 40% of value.

The gain in gold and foreign exchange holdings during the quarter was an impressive $22.8 million, bringing the total to $64.1 million, including an $11.3 million standby from the International Monetary Fund (IMF).

With record exports and a substantial inflow of short and long term capital expected, there should be no balance of payments problems this year.

Other developments during the quarter included increased consumer sales as compared with last year; increased availability of industrial credits; stepped-up industrial production and investment; and increased power output at cheaper rates.

Wholesale and retail sales were reportedly 10-20% above the first quarter of last year. A rapid rebound in sales followed the usual post-Christmas slump and rising interest rates appeared not to have dampened consumer purchasing.

Prices were generally stable; commercial bank loans expanded contrary to the normal seasonal pattern; and expansion, improvement or establishment of small businesses and restaurants were in evidence.

Credit stimulant

Business activity should be stimulated by new Central Bank credit policies designed to encourage the use of foreign commercial banking resources, promote domestic saving, diversify agricultural production, and channel more credit into industrialization and medium-term loans.

The new regulations require that the production of the 1965-66 cotton crop be financed from foreign loans in order to free domestic resources for other purposes. The private commercial banks may now grant industrial loans on the basis of a ratio of two to one between short- and medium-term loans without regard to the ratio of loans to capital and reserves.

Industrial pace quickens

Industrial production and investment in industrial enterprises continued to rise during the quarter. The Government estimates that the value of industrial production increased by 12% last year.

Significant industrial developments during the quarter included:

Completion of a factory to produce multiwall paper bags;

Loans for industrial expansion made by INFONAC to Industrias Quimicas Atlas Centroamerica, S.A. (emulsifiers, pesiticides), Las 3 F.S.A. (braid and laces), Ceramica Chiltepe (ceramic tiles and blocks), Marco A. Zeldon y Cia. (three-minute oats), and Tectiles de Centroamerica S.A. (rayon, gabardine, satin, taffeta and other textiles);

Construction progress on the nail and barbed wire plant at Masaya, a second flour mill, and a second battery factory;

Decision by H. B. Fuller Co. of St.Paul, Minn. to manufacture industrial and household adhesives, by Long Leaf Pine Co. (NIPCO) to complete facilities at Puerto Cabezas for production of rosin and turpentine, and by International Milling Company to provide technical assistance to local interests in the establishment of a third flour mill; and

A $3 million AID loan to the Nicaragua Investment Corporation for loans and limited equity investment in industrial development.

Government encouragement

On April 1, the electricity rate for household consumption was lowered by 20% following the March inauguration of the 50,000 kw. Planta Centro-America hydroelectric project on the Tuma River. Industrial rates are to be lowered in the near future to equal the lowest rates in Central America.

The National Bank was authorized in January to issue two series of bonds in the amount of 20 million cordobas in connection with the livestock improvement program.

Under the grain storage program, the Government selected the Miami firm of SACMAG and Associates to prepare the designs and specifications and supervise construction of five granaries to be built with a $1.2 million Eximbank loan.

The Government promulgated comprehensive legislation to stimulate new investment in mining and provide the country with a more effective method for controlling mining operations. Concessionnaires will be required to pay fixed fees for concessions, surface taxes, ad valorem taxes on the value of production, and 30% of their profits as the share of the State.

The new legislation complements the geological survey being conducted with a $700,000 grant from the United Nations Special Fund.

The construction or subcontracting for construction of the improvements on the Nandaime-Rivas section of the Inter-American Highway, extension of the runways of the Las Mercedes Airport, and the Rivas irrigation project have been taken over by the Government with the approval of financing institutions.

THE NEW HEADQUARTERS of the Central Bank of Nicaragua dominates this portion of the skyline in downtown Managua. New Central Bank policies are aimed at encouraging the use of foreign commercial banking resources, promoting domestic saving, diversifying farm output and channeling more credit to industrialization and medium-term loans.

Bids requested

Four Nicaraguan firms were chosen to do work on the highway project while North American and Central American construction companies were asked for bids on the airport runway extension.

The cotton crop may reach 525,000 bales, or 25% higher than the 1964 crop. Coffee production in this good year of the Nicaraguan coffee cycle is likely to be up by about 16%. Good weather and improved methods of production account for much of the increase in both crops.

The price of cotton during the quarter dipped to below 25 cents per pound on the world market and then recovered, while the price of coffee declined from $44 million to $41.50 per quintal (100 pounds avoirdupois).

STURDY U.S.-MADE tractors clear more Guatemalan land, making room for development projects which will help keep the current economic boom going. Guatemalan imports and exports are at record levels.

Guatemalan upturn continues, but at a more restrained pace

Central American Common Market spurs gains in foreign trade; imports from U.S. up $10 million in '64, but share of market dips

The Guatemalan economy showed signs of a continued economic upswing during the first quarter of 1965, although not at the record rate of 1964. Barring an unexpected change in the terms of trade or serious political disorders, all sectors of the economy should register gains during the remainder of the year.

Final 1964 import figures reported by the Directorate General of Statistics showed imports at $202.2 million, c.i.f., compared with $165.9 million for 1963. Imports from the United States rose from $79.6 million in 1963 to $89.8 million in 1964; however, the relative U.S. share of total imports dropped from 48.1 to 44.5%.

Germany remained Guatemala's second most important supplier, and increased its share to 10.9%. The largest rise was recorded by El Salvador, which increased its share from 7 to 9.5% in 1964. Japan's share rose from 5 to 6%. These figures seem to indicate that U.S. manufacturers are not shifting fast enough from traditional consumer items to machinery, equipment, and raw materials needed to equip the growing domestic industries established under the impetus of the Central American Common Market. Closer attention to changing requirements in this market will be required to avoid even further U.S. losses in its share of the Guatemalan market.

Record exports

Guatemalan exports rose to a record high of $155.6 million in 1964, compared with $147.9 million in 1963. United States purchases of Guatemalan exports dropped to $53 million, or 34% of the total. A sharp rise in exports to Central America and the increasing importance of cotton (mostly sold to Japan and European countries) accounted for most of the relative decline of exports to the United States.

The f.o.b. value of Guatemala's principal agricultural exports reached an all-time high of $135 million in 1964, up 2% from 1963. The more important foreign exchange earners were coffee, cotton, sugar, bananas and beef, in that order. A substantial increase in exports of sugar and cotton more than offset decreased exports of bananas, beef, cotton, and essential oils.

The United States purchased $51 million of total agricultural exports from Guatemala, or 38% of the total. This represented a decline of nearly 8% from 1963.

Guatemala's agricultural imports in 1964 totaled $21.2 million, up 12% from 1963. Wheat, dairy products, livestock, tallow, cereal products, and grains other than wheat were the more important commodities imported. Guatemala bought nearly 53% of its total agricultural imports from the United States the same proportion as in 1963.

New industry applications

There were 16 applications for new industry status under the Industrial Development Law of 1959, with a total proposed capitalization of $4.2 million. The projected investments included a 54% U.S. investment in a cotton-ginning company, and a $652,000 Upjohn Laboratory. A 50% Mexican proposal for assembling refrigeration equipment was listed along with 100% Guatemalan proposals for factories to produce iron and aluminum structural forms; cotton and artificial fiber yarn and cloth; toilet paper, paper towels and napkins; food products; sewing machines; and animal feedstuffs.

Despite reported delays in the processing of new industry applications, nine firms were granted benefits under the law during the first quarter. Five firms with a total capitalization of $647,000 were declared "new industries," and four with a combined capitalization of $312,000 were declared "existing industries."

The only U.S. capital identified was the $146,000 declared by Esso Centro America, S.A. for an insecticide plant. The other enterprises granted benefits included ceramic, plastics, food processing, and leather factories.

The Minister of Economy formally inaugurated the Bayer de Guatemala Ltda. insecticide plant near Amatitlan on February 20. The plant, which represents a $250,000 investment, is a joint venture of the German parent firm and a Guatemalan industrialist. The production of liquid insecticides began in 1963 and installations for the production of solid insecticides were completed during 1964. Monsanto Chemical also started construction of its $100,000 insecticide plant near Palin.

Other investment announcements during the quarter included an increase in capitalization of $600,000 by Mexican

GRAIN SACKS from the U.S. (lower left) found their way to this outdoor market at Chichicastenango.

interests in the steel pipe and profile plant, Intupersa, S.A.; a new 10-story, 300-room wing to be added to the Hotel Guatemala Biltmore over a two-year period; and production of the Revlon line of cosmetics for the Central American market in new, spacious quarters inaugurated in February.

Two Guatemalan firms received loans from the Central American Bank for Economic Integration. Guateplast de Guatemala, S.A., received $250,000 to invest in new extrusion and injection molding machinery while the Teneria San Vicente will use its $65,000 loan to expand production of saddle leather and upper and sole leathers.

A new mining code published in the May 4 issue of the Guatemala official journal will become effective 30 days after publication. Depending upon investor reaction, this long-awaited mining code may bring about large investments in nickel and sulphur, and stimulate the general economy of Guatemala.

The Government's Matias de Galvez Port Authority has signed a $5.7 million contract with an American engineering firm and a Guatemalan construction company for the port's expansion and improvement. The Government also created an advisory commission to study the possibility of establishing a combined commercial and fishing port on Guatemala's Pacific Coast.

Do it themselves

The Government decided to use its own Directorate General of Public Works to construct a new air terminal at Guatemala's La Aurora Airport since no private contractors tendered acceptable bids. Construction is now underway.

The Bank of Guatemala estimates the nation's 1964 real gross domestic product at $1,291.9 million, up 7% from 1963. Bank credits rose 16% to $148.6 million and Central Bank advances to other banks increased 7.2%, reaching $40.2 million and comprising 27.1% of all credits.

Guatemala's foreign debt increased in six years from $120 million to more than $300 million, chiefly due to increased private indebtedness. Private foreign debt rose to $85 million in 1964, $30 million higher than 1963. A banking spokesman said $24 million of this increase resulted from import credits.

Official net international reserves held by the Bank of Guatemala reached $72.3 million at the end of the first quarter of 1965, up $4.3 million from a year ago. This reflects a slow-down in imports during the quarter due to the U.S. dock strike.

Considerable concern is being expressed over Guatemala's balance-of-payments problem, inflationary tendencies, their significance, and possible remedial measures. The Government assured the private sector that there would be no precipitate action but that monetary authorities will seek to maintain growth of the money supply in line with the expected 4.4% growth rate of the gross domestic product in 1965.

India enacts new procedure for certain steel imports

The Indian Government has announced that the Minerals and Metals Trading Corp. of India (MMTC), a government-owned agency, will be the exclusive importer of the following steel products during April to September 1965: hot and cold rolled black sheets, galvanized sheets, skelp, box strappings, and hoops and strips.

AID-financed imports and other steel products are not affected by this announcement.

The MMTC will apply to the Iron and Steel Controller (ISC) for import licenses just like any other importer. The ISC will continue its control over the issuance of import licenses, specifications, and the use of steel products.

After receiving the necessary import licenses, the MMTC will place bulk orders for the private and government end-users. The MMTC will charge a commission for its services ranging between 4% ex-jetty and 7½% for ex-stock deliveries. Approximately 25% of India's annual imports of finished steel products, currently about $180 million, will be affected by this new regulation.

U.K. firm seeks partner to make electronic goods

A medium-sized U.K. manufacturing concern producing precision electro-mechanical servo components and miniature acoustic devices such as microphones, earpieces, telephones, and transducers, seeks a licensing or joint venture arrangement with an American company to produce electronic instrumentation for other electronic equipment or capital goods for the aircraft and aerospace industries.

Write: Vactric Control equipment Ltd., Garth Road, Morden, Surrey. WTD.

U.K. proposes new corporate income tax to boost expansion

Measure would set different rates for corporations, individuals, also equalize treatment of foreign and domestic investments

Considered the most complicated tax change in recent British history, the new corporation income tax announced in the April budget message has been introduced as part of the Government's Finance Bill. Certain provisions are expected to encounter strong opposition by the Conservative Party as Parliament debates the Bill over the next few months.

The new measure taxes corporate and individual income separately. Currently, taxable profits of corporations are subject to the same standard income tax rate as individuals—41¼% for this tax year; in addition, corporations with profits of more than $5,600 are subject to a 15% profits tax. The total direct tax levied on most corporations is thus 56¼%.

This tax satisfies the shareholder's liability to the standard income tax on any dividends, so no further income tax is paid by the shareholder when the company distributes dividends. However, in paying dividends, the corporation deducts the income tax at the standard rate and retains it. The corporation pays the net amount to the shareholders, thereby recovering the income tax on its distributed profits.

Under the new system a corporation's taxable profits will be subject to the corporation income tax and there will be no profits tax. However, shareholders will become liable to the standard 41¼% income tax on their dividends. The corporation will deduct this tax from the dividends, send it to Inland Revenue for the shareholders, and pay the shareholder the net amount.

Probable rate

The corporate tax rate has not been set, but the Chancellor of the Exchequer has indicated that it probably would be from 35% to 40%.

The corporation tax will come into full operation next April 6. The rate will be fixed each April for the tax year just ended. The assessment on corporations will be for their accounting periods, not calendar or fiscal years.

Corporations receiving dividends from another U.K. corporation will not have to pay the corporation tax on the funds. The shareholder's income tax deducted from these dividends may be set off against the shareholder's income tax which the recipient corporation will have to deduct when it distributes dividends. Repayment of the personal income tax deducted from dividends received may be claimed in respect to trading losses incurred by the receiving corporation.

Help for Investors

Are you considering investment in emerging areas? Do you wish to license your technical know-how in developing countries? Do you require expert help in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WOrth 7-4065.

Effect on overseas operations

Under the current system U.K. companies operating overseas get credit for payment of overseas taxes for both income and profits tax. They owe British taxes only in those cases where the combined British income and profits tax is greater than the overseas tax.

Under the new corporation income tax, credit for overseas tax paid by a U.K. company on its foreign profits will be given only against the British corporation income tax. Since overseas taxes are likely to be greater than the rate set for the British corporation income tax, there will be taxes paid overseas for which no credit will be received in the U.K. A measure of relief will be provided to corporations which pay this overspill in excess of the corporation income tax. This relief will taper off after two years and come to an end after five years.

The special tax exemption arrangements of the Overseas Trade Corporations—British corporations whose trading profits arise wholly outside the U.K.—will be abolished in April 1966. Under the old system these corporations were not liable to the U.K. income tax on trading profits until they were distributed.

Dividends from overseas

An individual shareholder who receives dividends from an overseas corporation will no longer be entitled to credit the income tax paid by the overseas corporation against his own tax bill. The current practice allows a British taxpayer holding American or other foreign securities to be given tax credit for the rate of corporate tax levied on the American or other foreign corporation, as if this tax represented payment by him of income tax to the U.K. revenue authorities. As long as the British security holder's own average (not marginal) rate of personal tax is higher than the U.S. or foreign corporation income tax rate, he owes no more to the British tax authorities.

The Chancellor of the Exchequer proposes to limit the circumstances in which relief is given for this so-called "underlying tax." Legislation will be introduced to withdraw unilateral relief. Where double taxation agreements limit this treatment, they will be renegotiated as soon as possible.

The Chancellor of the Exchequer argued that it would be unreasonable to continue to give relief on overseas portfolio investment when an investor in a U.K. company will have to pay the full tax on his dividends without any credit for the tax paid by the company on its profits.

Relief for the "underlying taxes" will continue to be given to companies holding at least 25% of the shares of an overseas corporation.

Non-residents' deductions

Dividends going from the U.K. to residents of other countries will have personal income tax withheld at the standard rate. Since most double taxation agreements impose limitations on the taxes which may be deducted, the Chancellor of the Exchequer has stated that they will be honored, but the Government will

seek to renegotiate any such agreement which unreasonably restricts Britain's right to deduct tax.

The bill contains provisions designed to discourage excessive dividend distribution prior to April 6, 1966, when the new tax becomes effective. The Government recognized that there would be a strong incentive for corporations to maximize their dividend disbursement in the 1965/66 fiscal year in order to avoid the standard personal income tax due on dividends after April 6, 1966. The Bill provides that a corporation pay taxes on 1965/66 dividends which exceed a standard amount as defined in the Bill.

Rationale for New Tax

The Chancellor of the Exchequer stated that the old way of taxing corporate income and personal income under the same tax system had been rendered obsolete by changing economic conditions. He said a separate system for each was needed to take into account the changes in status and position of the corporation, and leave individual income taxation under a separate system with graduated income tax schedules differentiated according to the circumstances of each individual taxpayer.

In drawing up the new corporation income tax it was decided that a tax on the total profits of the corporation at a lower rate, rather than only taxing undistributed profits at a relatively higher rate, would be more favorable to the young and dynamic companies which must rely on ploughed-back profits for expansion. It would place more of a burden on companies which distribute a higher percentage of their profits.

The Chancellor further explained that the old system gave a positive bias in favor of overseas investment. The Government's proposals aim to correct this by making the rewards on foreign and domestic investment more nearly equal.

U.K.-U.S. tax agreement

A convention between the U.S. and the U.K. with respect to income taxation was signed April 16, 1945, and it was modified by supplementary protocols of June 6, 1946, May 25, 1954, and Aug. 19, 1957.

Under this agreement the U.S. limits its withholding tax on dividends paid to British individual shareholders to 15% and to 5% if at least 95% of the U.S. corporation is owned by a U.K. firm. In the case of investments in the U.K. held by Americans, the practice is generally to allow credits against U.S. tax liability for the U.K. standard rate of income tax, but not for the profits tax.

The British Government intends the new corporation income tax to result in corporations deducting the U.K. standard 41¼% income tax on individuals from all dividends (including those held by overseas residents).

The U.S. has begun discussions with the British concerning the proposed changes and the conflicts that may arise under the double taxation convention.

A copy of the U.K. White Paper giving details about the proposed corporation income tax is available on a loan basis from the European Division, OIRE, Bureau of International Commerce.

Finland tightens credit on auto, appliance imports

The Finnish Government has tightened credit restrictions on retail sales of automotive vehicles and major household appliances.

Under the new regulations, passenger automobiles imported from the U.S., Western Europe and Japan will require a down payment of 60%, the balance payable within nine months. Motor trucks will require a down payment of 30%, the balance payable within 18 months.

Three categories of household appliances—television sets, washing machines and refrigerators—also are affected Purchasers will be required to deposit 30% and pay the balance within one year.

Finnish authorities say the restrictions are needed to restrain imports and prevent a further deterioration of the nation's balance of trade.

Finland's excess of imports over exports reached a record level of about $180 million in 1964. Increased consumer spending on import articles—reflecting a high level of domestic prosperity—was chiefly responsible for the big trade deficit.

Chile drops prior registry for small spare part orders

Chilean Central Bank Circular No. 484 of April 26 states that shipments of spare parts up to a c.i.f. value of $500, consigned directly to the users, may be imported without prior registration. This registration and the corresponding deposit must be made in the Central Bank within 15 days of the shipping date. The coverage of these importations will be subject to general norms in force.

Yemen establishes monopoly on drugs

State firm intends to import internationally recognized brands

The formation of a new Yemeni stock company, which will manufacture, import, and distribute pharmaceutical products, has recently been made public. Known as the Yemen Drug Company, this organization will enjoy monopoly privileges on the sale and distribution of drugs in Yemen.

The Yemen Drug Company intends to import internationally recognized brands of pharmaceuticals for its distribution program. Retail prices will be fixed by a committee of Yemen experts, and will be marked on each bottle or package.

The firm will be capitalized at 1.2 million Yemeni Rials (over $1.1 million at the official rate of exchange and approximately $960,000 at the prevailing unofficial rate). Three quarters of the funds will be provided by the Yemen Government, the Yemen Bank for Reconstruction and Development, and the Egyptian Public Drug Foundation. The balance will come from stock offerings under popular subscription, with the drug trade being given the opportunity to purchase shares before the public.

A drug plant will be built in Taiz at an estimated cost of 240,000 Yemini Rials. Cost of machinery and equipment for the plant will cost another 240,000 Yemeni Rials.

Annual production goals are stated to comprise 2 million bottles of capsules, 6 million ampoules, and 5 million bottles of antibiotics.

Retail outlets will be allotted a fixed period of time to dispose of existing supplies. The Yemen Drug Company will in time be authorized by the Government to inspect all retail outlets, and to confiscate any items not imported through the Yemen Drug Company, in addition to any items being sold at prices higher than those authorized.

The Yemen Drug Company claims that it will be able to carry adequate supplies of drugs in all major towns for distribution to retail outlets, without the need for agents or other intermediaries.

No date has yet been fixed either for the launching of import and sales operations, or for factory construction.

Thais need know-how

Thai businessmen impress Trade Mission with desire for U.S. technical help

From the manufacture of small gasoline engines and lubricating grease to the makers of ceramics and hair sprays, practically all of the investment opportunities reported by the recent U.S. Trade and Investment Mission to Thailand involve the need for U.S. technical know-how. Licenses as well as joint ventures are sought by some Thai businessmen.

Firms interested in following up any of these leads are requested to show the appropriate Interview Report (IR) number on any correspondence with the Thai firm or with the Bureau of International Commerce. This number is listed after the address of each Thai firm.

1099 Tin and antimony

A Bangkok firm wants a joint venture to develop tin and antimony property in Thailand.

Write: Paul Schalla and Assoc., Room 102, 283 Suriwongse Road, Bangkok, Thailand. **IR-11**

1511 Housing contractor

A Bangkok importer and wholesaler of building materials is seeking a U.S. joint venture partner to build a housing project. The company reportedly owns valuable land in Bangkok and plans to build approximately 250 homes. Complete details may be obtained directly from the firm, which has been in business since 1923 and has approximately 25 employees.

Write: Yong Hong Seng Co., Ltd., Samyak, New Road, Bangkok, Thailand. WTD. **IR-18.**

2033 Canned fruits and vegetables

A Bangkok exporter of agricultural products is interested in a joint venture to establish a cannery for fruits and vegetables in the Chiengmai area of Thailand. The U.S. firm is asked to furnish capital for machinery, technical assistance and some operating funds for the venture. The directors of this firm are all prominent businessmen and the chairman was formerly a Minister of Commerce in the Thai Government.

Write: Pued Kasikam Co., Ltd., 730 Anuwongse Road, Bangkok, Thailand. WTD. **IR-16.**

Bangkok firm seeks joint venture to set up fruit and vegetable canning plant in Thailand with U.S. collaborator to furnish the necessary know-how plus some capital.

Write: Bangkok Novelty Co. Ltd., P.O. Box 352, Bangkok, Thailand. **IR-25.**

2433 Pre-fabricated building materials

A building contractor and manufacturer of water pumps and electrical generators seeks a joint venture with a U.S. firm to manufacture small pre-fabricated houses. The firm says it has been in the contracting business since 1935.

Write: Chunhawatana Machinery R.O.P., 85 Tremitr Road, Bangkok, Thailand. WTD. **IR-21.**

2649 Sanitary napkins

A leading Bangkok importer and distributor of a wide variety of products including facial tissues and cosmetics is interested in a license to manufacture sanitary napkins. The Bangkok firm will need machinery and expects the U.S. manufacturer to provide technical know-how to get the project started. The firm has been in business since 1960 and has 92 employees.

Write: Sampanthamitr Ltd., 257 Rajawongse Road, Bangkok, Thailand. WTD. **IR-9.**

2834 Pharmaceuticals

Seeking to expand, a Bangkok producer of chemicals and pharmaceuticals is interested in a joint venture or licensing agreement with an experienced U.S. pharmaceutical manufacturer. Financial and technical assistance is needed from the U.S. firm. The Bangkok firm has been in business since 1962, and currently manufactures, re-packages, and imports pharmaceuticals.

Write: Newfoundland Pharmaceutical Co., Ltd., 42 Siripongse Road, Bangkok, Thailand. WTD. **IR-12.**

2844 Cosmetics

Manufacturer of limited line of pharmaceuticals and cosmetics seeks a licensing arrangment with a U.S. firm to enable it to produce cosmetics and toiletries. It is especially interested in shampoos, hair sprays, and other hair dressing materials. The interested U.S. firm is asked to furnish raw material and technical assistance. The firm has been in business since 1955 and has 80 employees.

Write: General Pharmaceutical Co., Ltd., Corner Rajdamri-Gaysorn Road, Bangkok, Thailand. WTD. **IR-19.**

2992 Grease

Leading importer and wholesaler of lubricating oils and greases in Thailand is seeking a joint venture with a U.S. firm to manufacture all types of lubricating grease. Technical know-how and equipment are needed from the interested U.S. concern. The firm has been in business since 1952, and has active sales outlets in all major Thailand cities.

Write: Thai Petroleum and Trading Co., Ltd., 353/1 Maha Prutaram Road, Bangkok, Thailand. WTD. **IR-13.**

3253 Ceramic plant

A Bangkok importer of construction, mining, and road building machinery, diesel engines and trucks seeks a U.S. partner to help establish a ceramic plant on a joint venture basis. The American firm is asked to furnish U.S. machinery and technical know-how for the project. The firm is willing to consider allowing either a majority or minority interest to the U.S. concern. Presently doing over $2 million worth of business a year, the Bangkok firm has 90 employees and has been in business since 1949. It currently represents a number of large U.S. firms in Thailand.

Write: Mechanical Equipment Co., Ltd., 291-5 Siphya Road, P.O. Box 550, Bangkok, Thailand. WTD. **IR-23.**

3519 Gasoline engines

A Bangkok producer of water pumps and electrical generators and importer of gasoline and diesel engines seeks a joint venture with a U.S. manufacturer of small gasoline engines from 3 to 20 hp. sizes. The firm would like to produce complete engines but would agree to importing a few critical parts if they could not be made in Thailand.

The U.S. partner is requested to provide both investment capital and technical assistance in establishing the enterprise. No feasibilty study has been made to determine the cost of such a venture, but the Bangkok firm is willing to join with an interested U.S. company to conduct one. According to the firm as many as 10,000 such engines could be sold in the first 2 or 3 years by a company making them locally.

Write: Chunhawatana Machinery R.O.P., 85 Tremitr Road, Bangkok, Thailand. WTD. **IR-24.**

3652 Phonograph records

A Thailand firm with 10 years experience making phonograph records seeks a joint venture for the purpose of expansion as well as for purchasing the land on which its property is built. It also seeks a license to permit the production of U.S. phonograph records in Thailand.

Write: Srikrung Record Manufacturer, Soi Asoke, Sukhumvit Road, Bangkok, Thailand.★ **IR-14.**

French building materials firm seeks U.S. partner

A French producer of construction lumber and timber, flooring, wood pallets for storage and transportation, wood containers and related lines, invites U.S. capital investment and participation in the business through partnership, joint-venture agreements or any other mutually profitable arrangements.

Write: "La Forestiere Bredoise" (J. Antionetti), La Brede, Gironde, France. WTD.

Finnish firm seeks license to make U.S. industrial, medical electronic goods

A Helsinki importing and manufacturing firm is interested in manufacturing U.S. industrial and medical electronic equipment under a licensing arrangement with U.S. firms.

While this firm specializes in the wholesale and retail distribution of scientific, hospital, optical, and medical instruments, it has managerial and technical skills available for manufacturing enterprises in its affiliates, which produce a variety of hospital equipment, agricultural implements, and various steel fabrications.

Although the company management has no specific product in mind, it will consider any reasonable offer for a licensing arrangement in the above-designated categories.

Write: Instrumentarium Oy, Aleksanterinkatu 15, Helsinki, Finland, WTD.

French firm wants license for injectable solutions

A French manufacturer of medicines and pharmaceutical specialties seeks American licensing rights on injectable solutions (large volumes) and plastic flasks and jars for such injectable solutions.

Write: Laboratoires Paul Metadier, S.A., 21 rue de Clocheville, Tours (Indre et Loire), France.

Dutch firm wants to make U.S. textile, paper machines

Exclusive licensing rights sought for the manufacture and sale of textile machinery and paper converting machinery.

Write: Tattersall & Holdsworth's Machinefabrieken & Magazijnen "De Globe" C.V., 32 Oldenzaalsestraat, Enschede, The Netherlands. WTD.

U.S.-designed components

A small manufacturer of equipment for petroleum, and liquid chemical uses seeks reciprocal licensing agreement for the manufacture and distribution of American-designed components, or direct participation by a U.S. firm.

Write: Societe d' Equipement Industriel, S.A. (SODEGUI), 9 rue Roux Soignat, Lyon, France. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Swedish firm offers license to make exercise machine

The U.S. production of a patented training apparatus is offered under license from a Swedish firm. The machine is for muscle rebuilding and exercise, and is reported to be particularly useful for victims of infantile paralysis, multiple sclerosis, and other forms of paralysis; as well as for bed patients, old people, and sportsmen.

The patient's weight contributes to the operation of the machine, giving a synchronized pattern or motion even for patients suffering from almost total paralysis. An electric drive and brake is installed for those with total loss of muscle power.

This orthopedic chair is presently being used in a number of Swedish hospitals for medical gymnastics and physiotherapy treatments. **File 1114R.**

Write: the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230.

Somali livestock group wants to establish joint export shipping venture

A group of Somali businessmen want a joint venture to establish a Somali-American Shipping Company. Of principal interest is the acquisition of a vessel of 2,000 to 5,000 registered tons for use by the northern region livestock exporters. This group maintains that they would be able to guarantee, on the average, a shipload of livestock a week, year around, out of the Berbera Port.

A record 150,000 livestock were shipped from this port during January. Current shipments are estimated at 100,000 animals a month with the exporters relying on intermittent service from vessels of several nations.

The exporters state that if they had a partnership in a joint Somali-American shipping company, registered in Somalia, they would use their own flag carriers.

Write: Messrs. Musa Kahin & Co., P.O. Box 99, Hargeisa, Somali Republic. WTD.

Indian manufacturer seeks flexible tubing venture

A Bombay manufacturer of galvanized flexible tubing, stay-put tubing and automobile parts such as chokes, starter assemblies, and hand brake cables is interested in a joint venture with a U.S. collaborator to produce inter-locked flexible tubing with I.D.'s from ½″ to 12″.

The company estimates the venture will cost approximately $210,000 with the U.S. participant asked to furnish about $84,000 or the equivalent in machinery and equipment.

Established in March 1960, the company now has a well-equipped factory at Goregaon, an industrial suburb near Bombay.

Write: Mr. B. V. Thakore, Director, Hindustan Tubes and Electricals (Pvt.) Ltd., Gool Mansion, Sir P. Mehta Road, Bombay 1, India. ★

Electronic license wanted

Dutch firm seeks licenses to manufacture electro-technical and electronic components to supplement present line of carbon brushes, carbon rings, carbon contacts, welding transformers, welding cable couplings and semi-conductors.

Write: J. Morelisse Electro-Technische Fabriek—Nederlandse Koolborstelfabriek N.V., Edam, The Netherlands. WTD.

Deadline Aug. 11 on bids to build hotel in Antilles

The Netherlands Antilles Department of Public Works is accepting bids until Aug. 11 for constructing the Aruba Sheraton Hotel. (INTERNATIONAL COMMERCE, Dec. 21, 1964, p. 59).

Interested companies may review construction plans and specifications at the Sheraton Design and Development, Inc., Architectural Department, 270 Atlantic Ave., Boston, Mass., or at the F. W. Dodge Plan Rooms in Washington, New York and Miami.

A complete set of contract documents is available for US$180 from the Public Works Department, Island Territory of Aruba, or from Charles Giller & Associates, 4100 N. Miami Ave., Miami, Fla. It is predicted that refunds will be made on documents returned in good condition within seven days after the bid date.

Portions of the plans and specifications may be purchased (but are not refundable) for $40 per set of specifications; $140 per set of plans and $2 per sheet. Refunds will not be given to any sub-contractors or suppliers who obtain plans.

Inquiries, clarifications and interpretations of the plans and specifications will be answered formally July 7 at the Aruba Department of Public Works. A bulletin summarizing the answers will be available by July 14, at the Department office.

The deadline for all bids is 11 a.m., Aug. 11, with the bidder's required 20% performance bond and bid bond to be delivered to the Department of Public Works Bid Depository, Oranjestad, Aruba.

Australia plans to buy radar simulator system

The Department of Civil Aviation, Melbourne, Victoria, Australia has issued tender No. C. 65/29 for the supply of radar simulators. The simulators shall consist of two main units:

Aircraft control consoles to provide control units and elements for the generation of 24 targets. These targets are to be displayed on non-operational radar display units.

Display console to receive the synthetic targets, which are to be supplied by the Department of Civil Aviation.

The contractor shall provide any other item or part necessary for the proper operation of the system, even though the item or part is not specifically provided for. All test equipment necessary shall be supplied by the contractor, at the Department's discretion, and shall be tendered for as separate items, with full descriptive details.

The bid deadline for this tender is June 29. Tenders may be submitted to the Australian Consul-General, 636 Fifth Ave., New York, N.Y. 10020. Copies of the tender form should be obtained from the Australian Consulate General at this address (attention Mr. Keelty).

A review copy of the tender is available to firms located in the U.S. from the Electronics Division, BDSA 6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Australian postal authorities need communications equipment

The Australian Postmaster-General's Department has issued tender No. C 9845 for various quantities and types of line transmission for coaxial cables. The equipment should be transistorized.

Among the items wanted are terminals and power-fed repeaters for telephone transmission on 0.375 inch coaxial cables (4 Mc/S); also for 12 Mc/S bandwidth with the facility for 625 line television transmission on the upper half of the band; the same general type of equipment for 0.174 inch coaxial cable; coaxial line equipment associated with wide band radio systems for use with FM multiplexing; repeater casings and branching equipment, power feeding and supervisory equipment, as well as installation and engineering services by the contractor.

The bid deadline is June 29 at the Office of the Controller, Stores and Contracts, Postmaster General's Department, 380 Russell St., Melbourne, C.I., Victoria, Australia. Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA 6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Korea seeks electrical meters

Korea is offering a tender including, but not limited to, sieves, vacuum tube volt meters, electrical muffle furnace, metallurgical microscope, D.C. galvanometer, tan delta meter, V.U. meters, tension meter, testing set for telegraph and insulation testers.

The tender number is KFX-5048-P, and the bid deadline is June 17. Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce. Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Mexico adds bridges to building program

Mexico's Secretariat of Public Works invites registrations from firms interested in the construction of two highway bridges in Veracruz State.

The Nautla Bridge will be about 900 feet long and 25 feet wide. The Tecolutla Bridge will be about 1200 feet long and 25 feet wide.

The two bridges are added projects in Mexico's 1965-1968 construction program (INTERNATIONAL COMMERCE, April 12, p. 23).

Firms wishing to be eligible to receive bid invitations must submit their registrations to Secretaria de Obras Publicas, Boulevard Xola y Ave. Universidad, Mexico 12, D.F., by June 25.

"Invitation for Preliminary Selection" is an information folder, printed in Spanish, relating to registering, forms and project data. It is available to firms located in the U.S. on a loan basis from the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

India offers invitation to bid on fertilizer workshop devices

India is offering a tender for fertilizer workshop equipment as follows:

Flow pressure and vacuum test equipment; temperature testing equipment; electric and electronic instruments and test equipment; miscellaneous equipment; mechanical equipment and tools.

The bid deadline is July 1. Bids should be submitted to the Purchase Officer, Fertilizer Corp. of India, Ltd., Gorakhpur Division, 7 Park Rd., Civil Lines, Gorakhpur, U.P., India.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Burmese agency seeks thousands of parts for transistor radios

The Electrical Stores Corp., (Line 17) 77/91 Sule Pagoda Rd., Rangoon, has issued tender request No. 519/EL(P)64-65 for electronic components for transistor radios.

Among the items wanted are 25 types of paper condensers, seven types of tubular electrolytic condensers, eight can types and three upright can, screw types. Also wanted are 13 types of low voltage, miniature condensers; six types of ceramic disc condensers and six types of AC condensers. The quantities vary from 500 to several thousand of each item.

The bid deadline is June 15 in the Office of the Divisional Manager, Electrical Stores Corp. Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA 6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

GERMANY—Lucerne seed. Adolf H. Segert (wholesaler), Marienthaler Strasse 21, Hamburg 26. WTD 5/4/65.

019 Commercial farms

MEXICO—Flowers, shrubbery and other plants for beautification projects along Mexican-U.S. border. Mrs. Teresa Urena Galas, Project Manager, Programa Nacional Fronterizo, (government agent) Apartado Postal 1161, Ciudad Juarez.

200 Food products

SWEDEN—New breakfast cereals. Direct purchase and agency. Frazer International (Scandinavia) AB (importer, wholesaler, sales agent) Boforsgatan 3, Farsta. WTD 5/7/65.

★★ THAILAND—Trade Mission

Parboiled and packaged rice. Pacific Investment (Thailand) Co., Ltd., 82 Rajaprarob Rd., P.O. Box 1500, Bangkok. WTD 11/9/64. TM 44-A.

201 Meat products

FRANCE—Offals. Requests replies in French, Spanish. Societe AMATA (importer, exporter) 54 Cours Pierre Puget, Marseille, 6eme, Bouches-du-Rhone. WTD 5/4/65.

MEXICO—Meat, blood and feather meals. Requests replies in Spanish. Grasas y Harinas Industriales, S. de R.L. de C.V. (manufacturer, importer, wholesaler), 171 Oriente No. 419, Mexico 14, D.F. WTD 9/9/64.

203 Canning, preserving foods

BELGIUM—Canned fruits. F. De Jongh-Pellens P.V.B.A. (importer, exporter, wholesaler), Th. Roucourtstraat 24, Berchem, Antwerp. WTD 4/21/65.

GERMANY—Pulverized strawberries and raspberries for juices; non-carbonated cherry and pineapple/grapefruit drink bases (concentrates). E. Breitz & Co. (importer, wholesaler) Ost-West-Strasse 49, Hamburg 11. WTD 5/4/65.

SWEDEN—Canned fruits and vegetables, canned and frozen meats of all kinds. Direct purchase and agency. Frazer International (Scandinvia) AB (importer, wholesaler sales agent), Boforsgatan 3, Farsta. WTD 5/7/65.

204 Grain mill products

MEXICO—Soy paste. Requests replies in Spanish. Grasas y Harinas Industriales, S. de R.L. de C.V. (manufacturer, importer, wholesaler), 171 Oriente No. 419, Mexico 14, D.F. WTD 9/9/64.

208 Beverage industries

FRANCE—Bourbon whisky. Societe Fournier-Demars (manufacturer, dealer), 36-38, rue B. Constant, St. Amand-Montrond, Cher. WTD 3/23/65.

209 Food preparation

BELGIUM—Food specialties, all kinds. Sodeac, N.V. (importer, wholesaler), 53 Lange Nieuwstraat, Antwerp. WTD 5/8/65.

Unroasted coffee. Sodeac, N.V. (importer, wholesaler), 53 Lange Nieuwstraat, Antwerp. WTD 5/8/65.

220 Textile mill products

NETHERLANDS—Fabrics for the manufacture of outerwear; cotton, linen, woolen and polyester piece goods for dresses and sportswear; fabrics suitable for coats, women's suits, children's clothing; jersey fabrics; imitation fur for coats and linings. Direct purchase and agency. Agentuur- en Commissiehandel W.G. Engels (sales agent), 29 Maasstraat, Amsterdam. WTD 4/23/65.

SWEDEN—Curtain and upholstery fabrics, all kinds. AB Gunnar Svensson Textil- & Mobelinredning (retailer), Box 2021, Goteborg 2. WTD 5/6/65.

222 Broad woven fabric, man-made, silk

GERMANY—Dacron, nylon fabrics; cotton and synthetic fiber mixtures. Kurt Vettermann K.G. (manufacturer), 7501 Ettlingenweier, Post Ettlingen, Baden, Postfach 228. WTD 5/10/65.

HONG KONG—Nylon and rayon fabrics for women's underwear. Luen Fung Trading Co. (importer, exporter), Second Floor, 40 Des Voeux Rd. West, Hong Kong. WTD 12/28/64.

225 Knitting mills

FRANCE—Sport shirts, made in knitting mills. Direct purchase and agency. Ste

d'Etudes de Diffusion et d'Impression "S.E.D.I.P." (importer, dealer, agent), 84, rue de Maubeuge, Paris, 9e. WTD 4/2/64.

Knitted outerwear, including slip-on, cardigan, jacket sweaters. Direct purchase and agency. Societe Francaise de Textile & Bonneterie—SOFRATEX (manufacturer, wholesaler, importer), 4, rue Lincoln, Paris, 8e. WTD 3/23/65.

227 Floor covering

SWEDEN—Woven and tufted carpets and rugs. AB Gunnar Svensson Textil- & Mobelinredning (retailer), Box 2021, Goteborg 2. WTD 5/6/65.

228 Yarn, thread

PAKISTAN—Rayon yarn. Requests quotations c.&f. Karachi. Direct purchase and agency. Monga Corp. (importer, manufacturer's agent), 21 Motan Market, Bunder Rd., P.O. Box 4554, Karachi. WTD 1/18/65.

229 Miscellaneous textile goods

SWEDEN—Non-woven fabric, heat sealing, for diapers, 21.5—24 grains/sq. ft. Paulistroms Bruk (manufacturer), Jarnforsen. WTD 5/4/65.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Sports clothing for men, boys and children. Direct purchase and agency. Ste d'Etudes de Diffusion et d'Impression "S.E.D.I.P." (importer, agent, dealer), 84 rue de Maubeuge, Paris, 9e. WTD 4/2/64.

232 Men's, youths', boys' furnishings

FRANCE—Men's, youths', boys' polo and sports shirts. Direct purchase and agency. Ste d'Etudes de Diffusion et d'Impression "S.E.D.I.P." (importer, agent, dealer), 84, rue de Maubeuge, Paris, 9e. WTD 4/2/64.

233 Women's, misses', juniors' outerwear

NETHERLANDS—Ladies' blouses and dresses. Prices f.o.b. New York up to $2 for blouses and $5 for dresses. Agency representation for the Benelux countries desired. N.V. Handelmaatschappij en Confectiebedrijf M. Gosschalk (sales agent), 56 Keizersgracht, Amsterdam. WTD 4/23/65.

235 Hats, caps, millinery

SWEDEN—High-medium priced men's hats, tweed, felt. Direct purchase and agency. Alb. Bohlin & Co. AB (wholesaler, agent, manufacturer), Stampgatan 60, Goteborg C. WTD 5/3/65.

236 Girls', children's, infants' outerwear

SWEDEN—All kinds of clothing for babies and infants up to 6 years of age, also napkins, nipples, baby bottles. AB Hemi (importer, exporter, wholesaler, manufacturer), Sandsborgsvagen 53-55, Enskede. WTD 5/5/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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239 Fabricated textile products

FRANCE—Nets for industrial fishing. Request replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

241 Logging camps, contractors

BELGIUM—Appalachian northern plain white oak, for use in manufacturing furniture. Import Meubelhout Imeho n.v. (importer, wholesaler), Lentestraat 24, Antwerp. WTD 5/7/65.

242 Sawmills, planing mills

BELGIUM—Wants direct offers for Douglas fir, California redwood, waterproof Douglas fir plywoods. Emile Pauwelyn & Fils, S.P.R.L. (importer, exporter), 2 Afrikalaan, Ghent. WTD 8/25/64.

249 Wood products

FRANCE—Cork life-saving articles including life preservers, life-buoys, floats. Requests replies in French. Plastimo, Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

★★ THAILAND—Trade Mission

Kraft paper for manufacture of paper bags. Chalerm Sak Trading Ltd. Partnership (manufacturer), 1007 Soi Siriyadej, Somdej Chao Phya Rd., Klong Sarn, Thonburi. WTD 12/2/63. TM 19.

281 Industrial chemicals

BRAZIL—Industrial chemicals in general. Quotations c.i.f. Rio de Janeiro and catalogs. Direct purchase and agency. Industrias Quimicas do Brasil S.A., Avenida Graca Aranha 182, 13° andar, Rio de Janeiro ZC-P. WTD 5/3/65.

MEXICO—Spathic iron ore used in iron-steam process in hydrogenating plants. Compania Mantequera de Torreon, S.A. (manufacturer), Apartado Postal 202, Av. Hidalgo 1899 Poniente, Torreon, Coahuila. WTD 5/3/65.

★★ THAILAND—Trade Mission

Sulphur, at least 2,000 tons annually; heavy chemicals. Teck Heng Co., Ltd. (importer, exporter, wholesaler), 215-217 Rajawongse Rd., Bangkok. WTD 11/5/63. TM 43.

282 Plastics materials

SWEDEN—PVC, polythene, nylon raw materials. Iko Kabelfabrik Aktiebolag (manufacturer), Grimsas. WTD 5/3/65.

283 Drugs

KUWAIT—Pharmaceuticals. Yousuf Al Shaikh Abdullatif Al Abdul Razzak (importer, wholesaler), P.O. Box 85, Kuwait. WTD 5/10/65.

MALAYSIA—Patent medicines, all kinds. Liang Trading Co. (importer, retailer, agent, wholesaler), 352 Chulia St., Penang. WTD 5/3/65.

PAKISTAN—Pharmaceuticals and medicines, including antibiotics, sulfa drugs, hormones, vitamins, syrups, malta. Quotations c. & f. Karachi. Direct purchase and agency. Swift Traders, (importer, manufacturer's agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

Drugs, patented medicines, all kinds. Quotations c. & f. Karachi. Direct purchase and agency. Alam Ltd. (importer, manufacturer's agent), Bank House No. 1, Habib Square, Bunder Rd., Karachi. WTD 12/21/64.

284 Cleaning, cosmetic, toilet preparations

FRANCE—All kinds of cosmetics and beauty products, especially including novelties. Direct purchase and agency. Ste d'Etudes de Diffusion et d'Impression "S.E.D.I.P." (importer, dealer, agent), 84, rue de Maubeuge, Paris, 9e. WTD 4/2/64.

GERMANY—Insecticides, rodenticides; also raw materials for these products. Dr. Werner Freyberg, Chemische Fabrik Delitia (importer, manufacturer), 6941 Laudenbach/Bergstrasse, Gewann Gaensweid. WTD 5/4/65.

JAPAN—Polishes, cleaners for stainless steel sinks and other stainless steel equipment in laboratory, chemical and food industries. Direct purchase and agency. United Specialties Co., Ltd., (importer, exporter), 7 Aksaka Tamachi 4-chome, Minato-ku, Tokyo. WTD 4/9/65.

MEXICO—Powders, cleansing creams, toilet waters, colognes, lipsticks, perfumes. Agencias Selectas, S.A. (importer, wholesaler), Gral. Prim No. 49, Mexico, D.F. WTD 12/30/64.

SWEDEN—Medium-low priced cosmetics and other toilet preparations. Direct purchase and agency. Hans Strobeck Aktiebolag (agent), Västergatan 33, Malmö C. WTD 5/4/65.

287 Agricultural chemicals

PAKISTAN—Fertilizers: ammonium sulfate, triple superphosfate. Quotations c.&f. Karachi. Direct purchase and agency. Consolidated Equipment Co. (importer, manufacturer's agent), 805 Muhammadi House, McLeod Rd., Karachi. WTD 7/17/61.

Insecticides, all kinds, for use in industrial plant. Quotations c. & f. Karachi. Direct purchase and agency. Consolidated Equipment Co. (importer, manufacturer's agent), 805 Muhammadi House, McLeod Rd., Karachi.

289 Chemical products

BELGIUM—3-400 long raw crude rock sulphur lumps 99.5 purity, first prime bright yellow. Sogeminco (importer, exporter), 12-14 Leysstraat, Antwerp.

HONG KONG—Brightener and other chemicals for electro-plating metals. Wo Yue Co. (importer, exporter), Pedder Building Fifth Floor, Pedder St., (P.O. Box 2164) Hong Kong. WTD 1/18/65.

MALAYSIA—Natural essential oils. Liang Trading Co. (importer, retailer, agent, wholesaler), 352 Chulia St., Penang. WTD 5/3/65.

291 Petroleum refining

★★ THAILAND—Trade Mission

Lubricating oil. Term Engineering Co., Ltd. (importer, distributor), 208/1-6 Larn Luang Rd., Bangkok. WTD 8/27/64. TM 45B.

306 Fabricated rubber products

FRANCE—Rubber rescue equipment, including life-buoys, life-saving clothing. Request replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

SOUTH AFRICA—High pressure hydraulic and pneumatic hose and fittings, synthetic rubber seals for hydraulic cylinders. Direct purchase and agency. Hydraulic and Air Equipment Supplies (Pty) Ltd. (importer, manufacturers' agent), 800 North Coast Rd., Durban. WTD 5/3/65.

● **TURKEY**—Hose, for gasoline and oil, i.d. 3 and 4 inches, 10 in meter lengths. Tender No. 965/3037, bid deadline June 14. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Baçe-kapi, Istanbul.★ (Telephone: 202-WO-7-3381.)

307 Plastic products

DENMARK—Plastic hose for the dairy industry. H. C. Puck (importer), 10 Reventlowsgade, Copenhagen V. WTD 5/7/65.

FRANCE—Plastic rescue equipment, including life-buoys, floats. Requests replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

HONG KONG—Vinyl plastic leather used for mattress covers and upholstery. H. C. Freeton and Co., Ltd. (importer, exporter), 705 Wong House, Des Voeux Rd. West, (P.O. Box 15572), Hong Kong. WTD 2/15/65.

SWEDEN—PVC banding. Iko Kabelfabrik Aktiebolag (manufacturer), Grimsås. WTD 5/3/65.

Plastic foils. AB Hemi (importer, exporter, wholesaler, manufacturer), Sandsborgsvagen 53-55, Enskede. WTD 5/5/65.

311 Leather tanning, finishing

HONG KONG—"Chrome" split leather. A sample of the type material desired is available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Yau Hing Textiles, Ltd., 406 Sincere House, Mongkok, Kowloon, Hong Kong. P.O. Box 8684, Mongkok, Kowloon, Hong Kong. WTD 4/9/65.

317 Handbags, personal leather goods

FRANCE—Cigaret cases. Direct purchase and agency. Société de Fabrication et de Distribution—FADI (importer, dealer), 171, rue St Jacques, Paris, 5e. WTD 3/25/65.

322 Glass, glassware

FRANCE—Ash trays, tobacco jars. Direct purchase and agency. Société de Fabrication et de Distribution—FADI (importer, dealer), 171, rue Saint-Jacques, Paris, 5e. WTD 3/25/65.

MALAYSIA—Glass containers for bottling drugs, laboratory glassware. Liang Trading Co. (importer, retailer, agent, wholesaler), 352 Chulia St., Penang. WTD 5/3/65.

326 Pottery

FRANCE—Smokers' pottery articles. Direct purchase and agency. Société de Fabrication et de Distribution—FADI (importer, dealer), 171, rue St-Jacques, Paris. 5e. WTD 3/25/65.

329 Abrasive, asbestos, nonmetalic mineral products

HONG KONG—Buffing compounds for electro-plated metals. Wo Yue Co. (importer, exporter), Fifth Floor. Pedder Building, Pedder St. (P.O. Box 2164), Hong Kong. WTD 1/18/65.

331 Steel mill products

● **BURMA**—M.S. sheets, perforated; 201,150 sheets, 22 ga. x 6′ x 3′. Tender No. 162/MACHY(23)G-4 (64-65), bid deadline June 14. Divisional Manager. Machinery, Equipment, Tools & Spares Division, Peoples Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Steel, carbon spring, for laminated and helical springs, about 26 tons required. Also steel forgings, normalized 4″ (Class D), 10 tons and normalized 4¾″ (Class C), 2 tons. Reference No. 238/F.P., bid deadline June 23. Divisional Manager, Peoples' Stores Corp., Transport, Transport Equipment, Tools and Spares, Rangoon.★ (Telephone: 202-WO 7-2363).

● **CEYLON**—Bars, 3/16″ to 4″ dia. x 14/16 ft. long; 1667 tons, and 88 tons of flat bars, ¾″ x ¼″ to 3″ x ½″, 14/16 long. Tender for "Supply of Mild Steel Rounds and Flats," bid deadline July 20. The Government Stores Dept., Colombo. A copy of the tender documents may be examined in Room 4222, Iron and Steel Div., BDSA, Dept. of Commerce, Washington, D.C.

● **GREECE**—Guy wire, light type (7 strand, 7/32″ dia. strand), 185 tons required. Also, medium type (7 strand, 5/16″ dia. strand), 574 tons required. Tender No. DMKD-442A, bid deadline June 29. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—920 pcs. plate 8′ x 48″ x 1/8″ to 22′ x 48″ x 3/8″; 200 pcs. floor plate, 7′-9″ x 50″ x ¼″ and 150 pcs. 8′ x 54″ x ¼″. Tender NZR 65/517, bid deadline June 16. Comptroller of Stores, New Zealand Government Railways, Private Bag, Willington. Tender documents may be obtained from the New Zealand Government Senior Trade Commissioner, Suite 306 Association's Building, 1145-19th St., NW., Washington, D.C. 20006.

332 Iron, steel foundries

FRANCE—Scrap iron, including machinery in pieces with maximum weight of 100 pounds, not less than ½″ thick, without tin, free of burnt and enamelling. Etablissements Metallurgiques R. Worms (dealer), 41, avenue de Friedland, Paris, 8e. WTD 3/22/65.

333 Primary smelting, refining, nonferrous metals

SWEDEN—Electrolytic copper, wire bars or ¼″ rolled wire. Iko Kabelfabrik Aktiebolag (manufacturer), Grimsas. WTD 5/3/65.

335 Rolling, drawing, extruding nonferrous metals

● **IRAN**—Babbit 14,000 kgs. 5-10%. Tender Number 44/102, bid deadline July 26. Iranian State Railway, Tehran.

342 Cutlery, hand tools, general hardware

FRANCE—All kinds of household hardware, especially new hardware articles of a novelty character. Direct purchase and agency. Ste d'Etudes de Diffusion et d'Impression "S.E.D.I.P." (importer, dealer, agent), 84, rue de Maubeuge, Paris, 9e. WTD 4/2/64.

Builder's hardware, all kinds. Direct purchase and agency. Requests replies in French. Quincaillerie Frey S.A., 1 Rue de la Division-Leclerc, Strasbourg, Bas-Rhin. WTD 5/11/65.

Saw blades for metal hand saws, ribbon saws and machines. Etablissements Metallurgiques R. Worms (importer, wholesaler, retailer, agent), 41, avenue de Friedland, Paris, 8e. WTD 3/22/65.

343 Heating, plumbing apparatus

GERMANY—Valves, thermostats, automatic control devices, calorimeters, mixer valves, oil gauges, oil meters, oil burners, other heating fixtures and equipment, all for domestic use. Kalorimeter-Gesellschaft K.G. Carsten H. Fischer (manufacturer, wholesaler), Robert-Koch-Strasse 4, Hamburg 20. WTD 5/4/65.

HONG KONG—Sanitary equipment for use in house trailers. Friends Co. (manufacturers' agent, importer), 269/271 Hennessy Rd., Third Floor, Hong Kong. WTD 5/3/65.

344 Fabricated structural metal products

★★ THAILAND—Trade Mission

Pre-fabricated houses, screens. Chunhawatana Machinery R.O.P. (importer), 697-699 New Rd., Bangkok. WTD 2/11/64. TM 51.

349 Fabricated metal products

FRANCE—Valves, joints for petroleum and liquid chemical use. Direct purchase and agency. S.O.D.E.G.U.I. (Societe d'Equipement Industriel Pour Fluides & Pulverulents) (manufacturer), 9 rue Soignat, Lyon. WTD 5/7/65.

● **IRAQ**—Supply of six iron safes with four drawers, fireproof, with keyless combination locks; 57″-58″ height, 21″-22″ width, 30″-31″ depth, 450-500 kilos net weight. Tender No. Misc/14/1965, bid deadline June 22. A copy of tender general conditions must accompany the bid. So must a report of the tenderer's financial condition, approved by the Iraqui Military Attache in Washington, D.C. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

351 Engines, turbines

★★ THAILAND—Trade Mission

Gasoline engines, 10-20 HP, single cylinder, 4000 RPM. Chunhawatana Machinery R.O.P. (manufacturer, importer, exporter, wholesaler, retailer), 85 Tremitr Rd., Bangkok. WTD 2/11/64. TM 65.

352 Farm machinery

FRANCE—Plows, mowers, cultivators, tillers. Direct purchase and agency. Etablissements Keime (importing wholesaler), 41-43 Grand' Rue, Sarrebourg, Moselle. WTD 5/5/65.

GERMANY—Complete milking machines (220 volts 50 cycles); units arranged in double fours, fives and eights; for herring-bone type milking parlors. Offers should be submitted c.i.f. Hamburg. Peter Krueger-Nordquist (importer, wholesaler), Winckelmannstrasse 6, Hamburg-Hochkamp. WTD 5/7/65.

● **GREECE**—15 seeding/fertilizer distributing machines; 30 sprayers, gasoline-powered; 5 tractors, crawler type, with dozer blades. Tender No. B/302/65, bid deadline June 7. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-4319).

★★ THAILAND—Trade Mission

Wheeled tractors and farm implements. Chunhawatana Machinery R.O.P. (manufacturer, importer, exporter, wholesaler, retailer), 85 Tremitr Rd., Bangkok. WTD 2/11/64. TM 65A.

353 Construction, mining, material handling machinery

FRANCE—Excavators, cranes, tracklaying tractors, industrial trucks for materials handling. Direct purchase and agency. Societe Albi (manufacturer, importer, dealer), 178 bis rue de Paris, Pantin (Seine). WTD 6/1/64.

● **INDIA**—Global tenders for 2 mobile type cranes, diesel-electric powered, 3 ton capacity lift at 10 ft. radius. Tender No. P/SR-6/4042/010A, bid deadline June 15. Director General

of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. D/ENQ/1707), Washington, D.C. Tender fee $5 each, payable in advance, not refundable.

● **KOREA**—20 rock drills (drifter) with legs. Drill shall be wet style, automatic air, water valve, with chuck for 22 mm hexagon by 108 mm collared drill shanks. The weight of leg and drill shall be 35-40 kg, the length of drill 650-590 mm, cylinder bore 60-70 mm, piston stroke 65-70 mm, air consumption 2.5-2.8 m³/min., rpm 200-250. The leg shall be telescopic and the length of the leg shall be min. 1,300-1,400 mm and the length of feed shall be 900-1,000 mm, and the leg-cylinder is made of aluminum alloy or equal. The drill shall be attached to the feed log by adjustable mounting support and each drill shall be furnished with air line lubricators, steel holder, open end wrenches and water hose connection complete with water valve, and included tools (i.e. wrenches) for each drill, including spare parts for one year. Tender No. KFX-5051-P, bid deadline June 22. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5566).

● **RHODESIA**—Earth boring auger and pole setting machine, mounting for rear of vehicle, augers of 9″, 12″, 16″, 20″ and 24″, to dig hole 10′ deep. Quotation should include several accessories and attachments listed in specifications. Bid deadline June 8. The Town Clerk, City of Salisbury, P.O. Box 990, Salisbury.★ (Telephone: 202-WO 7-5566). Copies of specifications available from Town Clerk at 70¢ a copy plus $1.26 to cover airmail charge to U.S.

★★ THAILAND—Trade Mission

Well drilling equipment (diamond drill) from 2″ to 6″ size; water well drilling equipment up to 6″ diameter and 200′ deep. Chunhawatana Machinery R.O.P. (manufacturer, importer, exporter, wholesaler, retailer), 85 Tremitr Rd., Bangkok. WTD 2/11/64. TM 64.

Road rolling equipment, compactors, sheep's foot rollers, concrete mixers, paving machines, asphalt batch plants; mobile and stationary cranes, heavy class. Ua Withaya Co., Ltd. (importer), 79 Mansion 10, Rajdamnern Ave., Bangkok. WTD 8/4/64. TM 38A.

354 Metalworking machinery

● **BURMA**—Supply of portable electric handtools; 31 drills and 15 blowers suitable for 220/250 volt, 50 cycle, AC supply, and 4 drills suitable for 115 volt, AC/DC supply; 6 grinders, 2 pedestal, 2 portable crank-shaft and 2 bench. Tender No. 518/EL(G)64-65, bid deadline June 15. Electrical Stores Corp. Line (17), Rangoon.★ (Telephone 202-WO 7-5652).

FRANCE—Machine-tools, metal-forming and cutting; lathes, milling machines, and related lines, light and medium-duty equipment, including portable electric tools and industrial tools of new types. Direct purchase and agency. Requests replies in French. Ateliers de Constructions Electriques & Mecaniques (ACEM) (dealer), Avenue de la Liberte, Saint-Paul-les-Dax, Landes. WTD 5/10/65.

● **INDIA**—Machinery for the manufacture of galvanized tapered tubes 8 ft. and 4 ft. long. Production capacity 2500 per day. Tubes to be manufactured from mild steel by high frequency seam welding, electric arc, or other processes. Tubes to be galvanized by hot dip process. Tender No. GMW/B-93/1, bid deadline June 15. General Manager, Posts and Telegraphs Workshops, 5 Council House St., Calcutta 1.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

BELGIUM—Machinery used in graphic arts industries. N.A.C.A. Nieuwe Antwerpse Constructie Ateliers, n.v. (importer, exporter, wholesaler), 18 Venusstraat, Antwerp. WTD 4/16/65.

BRAZIL—Machinery and equipment to produce 15-30,000 340 gr. cans per eight-hour shift of corned beef, mortadela, canned meat, sausage. Offer should include complete technical details concerning equipment, useful life and guarantees; price and financing terms; delivery date, weight, and volume; catalog and other information concerning mounting, lay out, inputs. Requests replies in Portuguese. Frigorifico do Nordeste S/A (canners), Avenida Sul, 4635-Imbiribeira, Recife, Pernambuco. WTD 3/14/63.

HONDURAS—Machine to make women's nylon hose at a rate of at least 120 dozen per eight-hour day. Fabrica Alemana, Productos de Belleza (manufacturer), Jorge Loewenberg, Owner, Apartado Postal 301, Tegucigalpa. WTD 1/18/65.

Machinery for manufacturing medicines for cattle, birds, hogs, horses and dogs; requires technical assistance. Requests replies in Spanish. Alimentos Concentrados Nacionales, S.A. (manufacturer), 1a. Ave. entre la y 2a. Calles N.E., San Pedro Sula. WTD in preparation.

HONG KONG—Desires technical assistance arrangement or cooperation with machinery used in producing steel molds in Hong Kong for the manufacture of plastic goods by blow, injection and compression molding processes. Frederick Pordes and Co., Ltd. (manufacturers' representative), 209-210 Gloucester Building, (P.O. Box 596), Hong Kong. WTD 5/31/63.

KOREA—Machinery for manufacture of dried sliced apple candy, including rapid dryer, washing, peeling and slicing machinery to handle five tons and 11 tons per 16-hour day. Henry Engineering Co. (agent), Central P.O. Box 484, Seoul. WTD in preparation.

MEXICO—Machinery for making hardtack and dough. Requests replies in Spanish. Compania Harinera Rio Florida S.A., Apartado Postal 71, Chihuahua, Chihuahua, Mexico.

Textile machinery and equipment. Tejidos Lucana Sweaters (manufacturer, wholesaler, retailer, importer), Humberto Kviat Nudeal, Peru No. 88, Mexico, D.F. WTD 1/4/65.

Equipment for continuous automatic chilling, aerating and plasticizing of vegetable shortening, with a capacity of 5,000 lbs. per hour, complete with compressor. Compania Mantequera de Torreon, S.A. (manufacturer), Apartado Postal 202, Av. Hidalgo 1899 Poniente, Torreon, Coah. WTD 5/3/65.

MOROCCO—Complete line of equipment for a tile-making factory (earthenware and chinaware tiles for wall covering) including clay grinders, presses and tile furnaces. Quotations Casablanca. Etablissements J. J. Corsin S.A. (importing agent), 9-13 Blvd. Abdallah ben Yacine, Casablanca. WTD 11/9/64.

PAKISTAN—Fat-splitting plant with capacity of 60-70 tons per 24-hr. day; fatty acid distillation plant with necessary accessories. A copy of the firm's letter describing equipment desired is available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Ferozsons Laboratories Ltd. (importer, manufacturer), P.O. Ferozsons Nowshera, West. WTD 8/29/62.

Textile machinery, all kinds, and parts and accessories. Quotations c.&f. Karachi. Direct purchase and agency. Monga Corp. (importer, manufacturer's agent), 21 Motan Market, Bunder Rd., P.O. Box 4554, Karachi. WTD 1/18/65.

★★ THAILAND—Trade Mission

Oxygen producing equipment; machinery to make electrical pole insulators and other electrical equipment. Term Engineering Co., Ltd. (importer, distributor), 208/1-6 Larn Luang Rd., Bangkok. WTD 8/27/64. TM 45A.

Capsule filling machine. Semco Co., Ltd. (importer, wholesaler), 989-991 Silom Rd., Bangkok. WTD 11/19/63. TM 40.

356 General industrial machinery

SOUTH AFRICA—Hydraulic equipment, including pumps, control valves, sequence valves, relief valves, high-pressure hose, fittings. Direct purchase and agency. Hydraulic and Air Equipment Supplies (Pty.) Ltd. (importer, manufacturer's agent), 800 North Coast Rd., Durban. WTD 5/3/65.

Pneumatic equipment, including air cylinder components and complete cylinders, control valves, relief valves, allied equipment. Direct purchase and agency. Hydraulic and Air Equipment Supplies (Pty.) Ltd. (importer, manufacturers' agent), 800 North Coast Rd., Durban. WTD 5/3/65.

★★ THAILAND—Trade Mission

Motors, pumps. Term Engineering Co., Ltd. (importer, distributor), 208/1-6 Larn Luang Rd., Bangkok. WTD 8/27/64. TM 45C.

All kinds of heavy duty pumps. Ua Withaya Co., Ltd. (importer), 79 Mansion 10, Rajdamnern Ave., Bangkok. WTD 8/4/64. TM 38.

358 Service industry machines

● **KOREA**—Water cooled, package type air conditioning units—one 100,000 Btu/hr; one 140,000 Btu/hr.; one 200,000 Btu/hr.; five 270,000 Btu/hr.; and one 330,000 Btu/hr. Tender No. KFX-5052-S, bid deadline June 23. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5589).

SWEDEN—Commercial car washing systems. Broderna Lars & Nils Foss AB (wholesaler), Balladgatan 5, Goteborg H. WTD 4/7/65.

● **TAIWAN**—100 ton capacity refrigerating plant. Tender No. GF2C-20004, bid deadline June 11. Purchasing Department, Central Trust of China, 49 Section 1 Wuchang St., Taipei.★ (Telephone: 202-WO 7-5589).

● **THAILAND**—Supply one de-ionization water treatment plant with capacity of 300 litres per hour for service period of 8 hours per day. Tender No. 08193, bid deadline June 7. State Railway of Thailand, Yod-Se, Bangkok, Thailand.★ (Telephone: 202-WO 7-4242).

● **VIET NAM**—Six air conditioners, 1 h.p., 16,000 Btu's per hr. capacity. Tender No. 1726-04055, bid deadline June 8. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5589).

361 Electric transmission, distribution equipment

● **GUATEMALA**—Supply of transmission cable and distribution systems equipment and materials for power distribution in areas of Rio Hondo-Pasabien-Jalapa and Coatepeque-Pajapita-Malacatan. Tender No. 2, bid deadline July 8. Instituto Nacional de Electrificacion, INDE, Edificio Lubia, 4a. Calle 5-10, Zone 1, 50. piso, Guatemala City. Specifications are available from the Secretaria Ad-

ministrativa (50. piso), INDE for $10. Correspondence preferred in Spanish.

● **TURKEY**—Supply of five voltmeters for use in vessel panel; of metal type, sheated; 0 to 250 V.-D.C. potentials to be measured; moving coil measuring system; round shape with diameter of 20-22 cm. Tender No. 965/3038, bid deadline June 16. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O. (Materials Purchasing Dept., Turkish Maritime Bank), Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-2939).

362 Electric industrial apparatus

● **BURMA**—Supply of miscellaneous electrical equipment including 400 volt power cable, mercury lamps, low voltage fuse links and fuse cartridges, and 400 volt, 3 phase, 50 cycle squirrel cage motors. Tender No. 527/EL(G)64-65, bid deadline June 16. Divisional Manager, Electrical Stores Corp. Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of welding machines and accessories; one 400 amp. transformer, 2 portable transformer type welders, two skid mounted gasoline engine generator sets, one trailer mounted diesel engine-driven welder and five battery chargers. Tender No. 516/EL (G) 64-65, bid deadline June 15. Divisional Manager, Electrical Stores Corp. line (17), Rangoon.★ (Telephone: 202-WO 7-5652).

● **TURKEY**—Supply of four 1500-2000 watt, 50 cycle, 1400-1500 r.p.m. converters with input of 110 volt d.c. and output of 110 volt a.c.; three with input of 220 volt d.c. and output of 110 volt a.c.; 13 110-volt d.c. compound wound motors, three rated 1 h.p. and 10 rated ¾ h.p.; 13 220-volt d.c. compound wound motors, three rated 1 h.p. and 10 rated ¾ h.p. Tender No. 965/3035, bid deadline June 8. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-4242).

363 Household appliances

FRANCE—Electrical household appliances of all categories, including vacuum cleaners; dish or laundry-washing machines; refrigerators; electric ranges and heaters; floor polishers and general electrical equipment, devices and accessories for home use. Direct purchase and agency. Equipment for utilization with a.c., 50-cycles, 110/115 or 220 volts. Requests replies in French. Ateliers de Constructions Electriques & Mecaniques (ACEM) (dealer), Avenue de la Liberte, Saint-Paul-les-Dax, Landes. WTD 5/10/65.

Stoves, refrigerators, washing machines and small electric appliances. Direct purchase and agency. Etablissements KEIME (importing wholesaler), 41-43 Grand 'Rue, Sarrebourg, Moselle. WTD 5/5/65.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of electrical lamps including, but not limited to, bulbs (lamp), siemens, gas filled, 12 volts, 48 watts; lamps, projector for illumination in meopta microscope, 12 volts, 48 watts; A19 bulbs, inside frosted, 60 watts, daylight illuminator lamp. Tender No. 528/EL(G) 64-65, bid deadline June 16. Divisional Manager, Electrical Stores Corp. Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● **GREECE**—Supply of 11,000 lightning arresters for use on overhead 3-phase, 15 kv distribution lines. Tender No. DMKD-468, bid deadline June 25. (INTERNATIONAL COMMERCE, May 17, p. 33). Public Power Corp. (DEH), Purchasing Department, 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

MEXICO—Swimming pool lights of 500 and 1000 watts; garden and fountain lights. Pabol de Mexico (importer, retailer, wholesaler), Ejercito Nacional 1067, Mexico 10, D.F. WTD 4/27/64.

PAKISTAN—Electrical test equipment and supplies for all types of apparatus. Quotations c. & f. Karachi. Direct purchase and agency. Alam Ltd. (importer, manufacturer's agent), Bank House No. 1, Habib Square, Bunder Rd., Karachi. WTD 12/21/64.

★★ **THAILAND—Trade Mission**

Electric bulbs including incandescent, fluorescent, mercury vapor lamps, both 110 volt and 220 volt. Sampanthamitr Co. Ltd. (importer, wholesaler), 257 Corner Songwad & Rajawongse Rd., Bangkok. WTD 6/23/64. TM 20A.

365 Radio, television receiving sets

ALGERIA—Radios. Request replies in French. Monsieur Achour Baichi (importer, wholesaler, retailer), Le Meuble, 2 rue Didouche Mourad, Algiers. WTD 5/4/65.

BELGIUM—Hi-fi equipment, loudspeakers, amplifiers. Quote c.i.f. prices. Etablissements C. Van Brabant (importer, exporter, manufacturer), 134 Belgielei, Antwerp. WTD 5/10/65.

ENGLAND—Car radios of type to operate on 12 volts. Equipment size to conform to dimensions currently in use, 7″ wide x 6″ deep x 2″ high. Direct purchase and agency. P. J. Evans Ltd. (distributor), John Bright St., Birmingham 1. WTD 5/7/65.

366 Communication equipment

BRAZIL—Electronic components for communication systems; agent desires to act as a representative, preferably on a long-term exclusive basis for all Brazil. Quotations c.i.f. Rio de Janeiro. Direct purchase and agency. ELESEM-Eletronica e Servo-Mecanica Ltda., Avenida Presidente Wilson 165, 10° andar, grupo 1011/1012, Rio de Janeiro ZC-39. WTD 5/7/65.

FRANCE—Warning devices (rescue). Request replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

● **GREECE**—Supply of eight error correcting multiplex telegraph sets, 10 voice frequency telegraph sets, 10 intermediate sideband telegraph receivers, and four high frequency radio transmitters at an estimated cost of $940,000. Tender No. 6401. Bid deadline will be announced at a later date. Hellenic Telecommunications Organization, Supply Department, 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

HONDURAS—Thirty-four overhead traffic signals for directing street traffic. Honduras Importers Association, S.A. (importer, wholesaler), Apartado Postal No. 82, Tegucigalpa. WTD 4/22/65.

367 Electronic components, accessories

BRAZIL—Electronic components and accessories in general; electronic precision and measuring instruments; agent desires to act as a representative on a long-term exclusive basis. Quotations c.i.f. Rio de Janeiro. Direct purchase and agency. ELESEM-Electronica e Servo-Mecanica Ltda. (agent), Avenida Presidente Wilson 165, 10° andar, grupo 1011/1012, Rio de Janeiro ZC-39. WTD 5/7/65.

369 Miscellaneous electrical machinery, equipment, supplies

★★ **THAILAND—Trade Mission**

Electro-medical equipment, X-ray instruments. Desires to import on exclusive distributorship. Chemical Supply Co. (importer, wholesaler), 112-4 Chakrapetch Rd., Bangkok. WTD 7/22/64. TM 25.

371 Motor vehicles, equipment

BELGIUM—Automotive spare parts, bodies and suspension parts. Prices f.o.b. Antwerp. SIDEM (Societe Industrielle de Decolletage & Mecanique) N.V. (importer, exporter, wholesaler, manufacturer), 66 Koolkampstraat, Lichtervelde. WTD 5/7/65.

FRANCE—Special freight motor trucks and trailers. Direct purchase and agency. Societe Albi (manufacturer, importer, dealer), 178 bis rue de Paris, Pantin (Seine). WTD 6/1/64.

PAKISTAN—Automotive spare parts, all kinds. Quotations c. & f. Karachi. Direct purchase and agency. Alam Ltd. (importer, manufacturer's agency), Bank House No. 1, Habib Square, Bunder Rd., Karachi. WTD 12/21/64.

373 Ship, boat building, repair

FRANCE—Metal or plastic boat accessories, plastic life-boats and life-rafts. Requests replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

Life vests and jackets, life belts. Requests replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

PAKISTAN—Launch for cutting weed in lake 6.4 sq. mile, with a maximum depth of 24 ft.; maximum cutting capacity 15,000 lbs. per hr. Quotations c. & f. Karachi. Direct purchase and agency. Tradaid Corp. (importer, manufacturers' agent), Meckinnon's Bldg., McLeod Rd., Karachi 2. WTD 5/26/64.

SOUTH AFRICA—Tuna clippers; used, seaworthy condition, 80 to 110 ft. length, refrigerated, preferably steel; required urgently. Goodhope Fisheries (operator of fishing vessels, rock lobster packer and exporter), Store 18, New Fish Harbour, Cape Town. WTD 5/5/65.

374 Railroad equipment

● **SOUTH AFRICA**—Supply of 247 electric suburban coaches, 92 powered and 155 not self-propelled. Tender No. B. 6075, bid deadline July 16. The Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg. Drawings may be purchased from the Chairman of the Board, Chief Stores Superintendent's Office, Room 805, South African Airways Centre (off Rissik St. Bridge), Johannesburg, for $140 per set. Tender documents, without drawings, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

380 Prrofessional, scientific instruments

KUWAIT—Crime detecting equipment, including enlarging and comparison machines, measurement magnifiers, typewriting identification pattern, infra-red photography equipment, electrical polishing kit for numbers, and forging detective kit. American Near East Associates, P.O. Box 4144, Kuwait. WTD 10/27/64.

382 Instruments for measuring, indicating physical characteristics

● **AUSTRALIA**—Design, manufacture, delivery and erection of automatic measuring and recording plant for water temperature and meteorological observations at the Hazelwood Power Station Cooling Pond near Morwell, Victoria. Tender No. 64-65/320, bid deadline July 26. The Secretary, State Electricity Commission of Victoria, 22-32 William St., Melbourne, Victoria. A review of copy is available for inspection at the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C.

BELGIUM—Automatic regulation equipment such as off controls for temperature, pressure, level, flow, solenoid valves, nuclear applications apparatus, density apparatus. Pleuger Instruments Co. N.V. (importer, exporter, wholesaler, manufacturer), 511 Turnhoutsebaan, Wijnegem, Antwerp. WTD 5/7/65.

● **EL SALVADOR**—Supply of 10,000 water meter containers (Inter-American boxes) ⅝ x ¾", 7" high, with anchor lugs, compression valve, locking bid, both ends for ½" copper, for meter with maximum height 4¾" above center line. Terms and specifications in Spanish. Correspondence preferred in Spanish. Tender No. 1M-16-A/65, bid deadline June 8. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a. Avenida Norte No. 512, San Salvador.★ (Telephone: 202-WO 7-2939).

FRANCE—Regulators, gas, liquified petroleum types. Direct purchase and agency. S.O.D.E. G.U.I. (Societe d'Equipment Industriel pour Fluides & Pulverulents), 9 rue Roux Soignat, Lyon. WTD 5/7/65.

● **PHILIPPINES**—Supply of water meters; cold water type—21,000 units, size ½"; 2,000 units, ¾"; 500 units, 1"; 300 units, 1½"; 300 units, 2"; cold water type, compound design—50 units, 3"; 60 units, 4"; 10 units, 6"; 2 units, 8". Bid deadline July 15. Copies of tender terms and specifications are available at ₱ 20 per set (₱ 3.90 = US$1) from the Office of the Chief, Procurement Division, National Waterworks and Sewerage Authority, 176 Arroceros, Manila.

384 Surgical, medical, laboratory equipment

● **KOREA**—Supply of surgical, medical, laboratory, diagnostic and therapeutic equipment including, but not limited to, binocular microscope with stage, compact console, carbon monoxide infra-red analyser, physic stimulator, freight impact recorder, three roll laboratory padder. Tender No. KFX-5049-S, bid deadline June 21. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

BELGIUM—Spectacle frames and optical glasses; shipment to be by air. Gustaaf Boelen (importer, wholesaler, agent), 54 Huybrechtstraat, Borgerhout, Antwerp. WTD 5/10/65.

386 Photographic equipment

● **GREECE**—Supply of the following X-ray film, packed in boxes of 25 or 75: 30,000 units of 35.5 x 35.5 cm.; 100,000 units of 30 x 40 cm.; 100,000 units of 24 x 30 cm.; 30,000 units of 18 x 24 cm. Tender No. C/294/65, bid deadline June 7. Estimated value, $126,700. Ministry of Commerce, State Purchases Directorate "C", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

387 Watches, clocks

● **CHILE**—Supply of 10 electrical, automatic, control clocks. Tender No. 128, bid deadline July 2. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Direccion de Aprovisionamiento del Estado (State Purchasing Department), Amunategui No. 66, 4 to. piso, Santiago.★ (Telephone: 202-WO 7-2939).

393 Musical instruments, parts

JAPAN—Plastic drum head (skin). Requests replies with samples and prices. Kyowa Boeki Bussan Ltd. (export, import), 866 Higashi-Ozone Kami 1-chome, Kita-ku, Nagoya. WTD 5/6/65.

394 Toys, amusement, sporting goods

FRANCE—Industrial fishing equipment, including reels, hooks, trawls. Requests replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan). WTD 12/20/63.

Puzzles, construction sets, other indoor games; small toys to be distributed as premiums. Societe Euroafricaine de Participation (importer, dealer), 26 Avenue Marceau, Paris 8. WTD 3/26/65.

Sporting goods; skis, tennis, playground equipment of a novelty character. Direct purchase and agency. Ste d'Etudes de Diffusion et d'Impression "S.D.I.P." (importer, agent, dealer), 84 rue de Maubeuge, Paris 9e. WTD 4/2/64.

MEXICO—Billiard table slates. Fabrica Mexicana de Mesas de Billar, S.A. (manufacturer), Av. Carrillo Puerto No. 179, Col. Anahuac, Mexico, D.F. WTD 7/2/64.

★★ THAILAND—Trade Mission

Complete eight-lane bowling alley, used equipment. Pacific Investment (Thailand) Co., Ltd., 82 Rajaprarob Rd., P.O. Box 1500 Bangkok. WTD 11/9/64. TM 44.

395 Office, artists' materials

★★ THAILAND—Trade Mission

Ball point pens and pencils. Sampanthamitr Co., Ltd. (importer, wholesaler), 257 Corner Songwad & Rajawongse Rd., Bangkok. WTD 6/23/64. TM 20B.

396 Costume jewelry, novelties

FRANCE—Costume jewelry, all kinds. Direct purchase and agency. Societe de Fabrication et de Distribution—FADI (importer, dealer), 171 rue Saint-Jacques, Paris 5e. WTD 3/25/65.

398 Miscellaneous manufacturing industries

SWEDEN—Linoleum and other hard surface floor coverings. AB Gunnar Svensson Textil—& Mobelinredning (retailer), Box 2021, Goteborg 2. WTD 5/6/65.

399 Manufacturing industries

FRANCE—Cigar and cigaret lighters; holders; pipes. Direct purchase and agency. Société de Fabrication et de Distribution—FADI (importer, dealer), 171, rue St Jacques, Paris, 5e. WTD 3/25/65.

Electric billiards, pinball machine. Direct purchase and agency. Société de Fabrication et de Distribution—FADI (importer, dealer), 171, rue St Jaques, Paris, 5e. WTD 3/25/65.

★★ THAILAND—Trade Mission

Cigaret lighters. Sampanthamitr Co., Ltd. (importer, wholesaler), 257 Corner Songwad & Rajawongse Rd., Bangkok. WTD 6/23/64. TM 20.

506 Electrical goods

BELGIUM—Electrical household appliances, all kinds. Mega S.V. (importer, wholesaler), 32-34 Nationalestraat, Antwerp. WTD 5/7/65.

India Supply Mission accepting bids on recorders, amplifiers

The India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, has issued tender request I.S.M. No. S/WBL/36 calling for the supply of multi-channel recorders and associated amplifiers and supplies.

The equipment will be for the Research Designs and Standards Organization, Alambagh, Luchnow, India. Among the items wanted are six six-channel recorders, seven two-channel recorders, 50 carrier amplifiers, two high gain and two medium gain D.C. preamplifiers, chart paper and spare parts for two years.

The bid deadline for this tender is June 24. Bids may be submitted to the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C, 20008, where copies of the bid documents may be obtained.

Burma needs boiler equipment

The Divisional Manager, Machinery, Equipment, Tools & Spares Division, People's Stores Corp., 228/240 Strand Rd., Rangoon, has issued tender No. 164/MACHY/23/G-4 for assorted equipment for boilers. Included are various sizes and quantities of fire bricks, valves, water gauge glass, seamless tubes and steel engine governors. Bid deadline June 30.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—6320, Dept. of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Guatemala power plant

The Instituto Nacional de Electrificacion, INDE, Edificio Lubia, 4a. Calle 5-10, Zona 1, Guatemala City, has issued Tender No. 3-65, with a deadline of June 8, for sluice gates and grills, turbines, transformers, cast iron pressure pipe, generators, sub-station equipment and engine house equipment to be installed at the hydroelectric project, El Porvenir.

Specifications are available for $20 from the Secretaria Administrativa, INDE, Edificio Lubia, 4a. Calle 5-10, Zona 1, Guatemala City, Guatemala, C.A. Correspondence preferred in Spanish.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Canning, preserving food

NIGERIA—Tomato puree, corn, lima beans, Mexican beans, sweet and sour pickles. Firm would solicit business on a direct indent basis, also would hold buffer stocks for clients who wish to sample the line or who are too small to indent on a direct basis. Firm is prepared to undertake representation of above lines in Sierra Leone, Gambia, Ghana, Liberia and Cameroons, where it represents many large organizations. I. H. S. Lotinga (Nigeria) Ltd. (importer, manufacturers' representative), P.O. Box 100, Lagos. WTD 7/24/63.

209 Food preparations

IRAN—Prime bleachable summer yellow cottonseed oil; crude degummed soybean oil. Rastegar Brothers (importers), Seraye Molavi, Bouzarjomehri Ave., P.O. Box 779, Tehran. WTD 5/5/65.

MEXICO—Soybean meal, sorghum, milo maize, fish meal. Martin Neumann Schacher (sales and commission agent), Leibnitz No. 276, Col. Anzures, Mexico, D.F. WTD 3/25/65.

221 Broad woven fabric mills, cotton

NEW ZEALAND—Cotton goods, plain and printed, including poplins, textures, color woven and rainproofed fabrics. Sizes 36" and 45". End-use for women's dresses, sportswear, rainwear and evening wear, and for men's shirts, sportswear and rainwear. G. R. Hosking, General Manager, Richard Seddon Ltd., Paterson's Building, 29 Chancery St., Auckland. WTD 6/10/64.

222 Broad woven fabric mills, man-made silk

NEW ZEALAND—Synthetic and synthetic blend fabrics, plain and printed, including poplins, textures, color woven and rain-proofed fabrics. Sizes 36" and 45". End-use for women's dresses, sportswear, rainwear and evening wear, and for men's shirts, sportswear and rainwear. G. R. Hosking, General Manager, Richard Seddon Ltd., Paterson's Building, 29 Chancery St., Auckland. WTD 6/10/64.

228 Yarn, thread

SOUTH AFRICA—Yarns, synthetic and mixtures. Universal Textiles S.A. (Pty.) Ltd., (manufacturers' agent), 522 Sanlam Centre, Heerengracht, Cape Town. WTD 4/26/65.

232 Mens', youths', boys' furnishings

DENMARK—Leisure wear for men, youth and boys, especially summer shirts, beach shirts. C.F. Hansen & Son (importer, agency), 38 Storegade, Aabenraa. WTD 5/10/65.

233 Women's, misses, juniors' outerwear

DENMARK—Inexpensive women's dresses, coats, suits, slacks, leisure wear. Axel Netterstrom (Kaj Willesen Agencies), 17, Vesterbrogade, Copenhagen V. WTD 5/7/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

SOUTH AFRICA—Walnut veneer. Pentz & Roberts (Pty.) Ltd., (manufacturers' agent), P.O. Box 2859, Cape Town. WTD 4/13/65.

262 Paper mills

IRAN—Kraft paper of 100 to 240 gr/m2 (mostly 120 to 150 gr/m2) in widths of 131 and 150 cms., reel diameter 100 to 125 cms., core diameter 7 to 10 cms. Corrugating medium fluting paper 80 to 140 gr/m2 in widths of 131 and 150 cms., reel diameter 100 to 125 cms., core diameter 7 to 10 cms. Kraft paper of 26, 30 and 47 pounds per 100 sq. feet with widths of 131 and 160 cms., reel diameter 125 cms., core diameter 10 cms. Corrugating medium fluting paper 80 to 240 gr/m2, widths of 131 and 160 cms., reel diameter 125 cms., core diameter 10 cms. Rastegar Brothers, (importer), Seraye Molavi, Bouzarjomehri Ave., P.O. Box 779, Tehran. WTD 5/5/65.

283 Drugs

★★ THAILAND—Trade Mission

Pharmaceutical specialties and laboratory chemicals. Pacific Investment (Thailand) Co., Ltd., 82 Rajprarob Rd., P.O. Box 1500, Bangkok. WTD 11/9/64. TM 44B.

291 Petroleum refining

★★ THAILAND—Trade Mission

Vaseline, white oil, lubricants. Bangkok Petroleum Ltd., Partnership (importer, wholesaler), 46 Mitraphan Rd., Bangkok. WTD 11/1/63. TM 32A.

342 Cutlery, hand tools, general hardware

FRANCE—Builders hardware, professional tools. Ets. Keime (importing wholesaler, distributor), 41-43, Grand'Rue, Sarrebourg, Moselle. WTD 5/5/65.

352 Farm machinery

FRANCE—Cereal handling and drying equipment. Ste de Transactions Agricoles Commerciales & Industrielles S.T.A.C.I. (importer, dealer), 6, avenue du Coq, Paris 9e. WTD 3/22/65.

★★ THAILAND—Trade Mission

Garden tractors. Bangkok Petroleum Ltd., Partnership (importer, wholesaler), 46 Mitraphan Rd., Bangkok. WTD 11/1/63. TM 32.

353 Construction machinery

★★ THAILAND—Trade Mission

Heavy machinery used in building multistory buildings, construction and road construction work. Term Engineering Co., Ltd. (importer, distributor), 208/1-6 Larn Luang Rd., Bangkok. WTD 8/27/64. TM 45.

355 Special industry machinery

MEXICO—Complete line of food canning equipment. V. & E. Kohnstamm, S.A. (importer, manufacturer), Calzada de Camarones No. 275, Mexico, D.F. WTD 2/24/64.

356 General industrial machinery

SOUTH AFRICA—Textile machinery, particularly circular knitting and flat-bed knitting machines. Universal Textiles S.A. (Pty.) Ltd., (manufacturers' agent), 522 Sanlam Centre, Heerengracht, Cape Town. WTD 4/26/65.

357 Office, computing, accounting machines

IRAQ—Coupon cutting machines, packing and bundling machines for the Central Bank of Iraq. Quotations c. & f. Basra. Ghalib al-Shabibi (importer, wholesaler, retailer, agent), Bank Street, Baghdad. WTD 10/12/64.

363 Household appliances

★★ THAILAND—Trade Mission

Bathroom heaters, gas and electric irons and ovens. Siam Pan Trading Co., Ltd. (importer, distributor), 147-147/1 Nakorn Sawan Rd., Bangkok. WTD 4/17/64. TM 49.

369 Electrical machinery, equipment, supplies

★★ THAILAND—Trade Mission

Storage batteries. Siam Pan Trading Co., Ltd. (importer, distributor), 147-147/1 Nakorn Sawan Rd., Bangkok. WTD 4/17/64. TM 49A.

372 Aircraft, parts

SOUTH AFRICA—Light personal and commercial type aircraft. W. B. Scott Aviation (Pty.), Ltd., (sales agent), 101-102 Civic House, 19 Biccard St., Braamfontein, Transvaal. WTD 3/15/65.

Aircraft electric synchronous indicating instruments. W. B. Scott Aviation (Pty.), Ltd. (sales agent), 101-102 Civic House, 19 Biccard St., Braamfontein, Transvaal. WTD 3/15/65.

381 Engineering, laboratory, scientific research instruments

★★ THAILAND—Trade Mission

Laboratory pulverizer. Siam Pan Trading Co., Ltd. (importer, distributor), 147-147/1 Nakorn Sawan Rd., Bangkok. WTD 4/17/64. TM 49B.

384 Surgical, medical, dental instruments

FRANCE—Personal safety devices, such as respiratory apparatus, resuscitating & reviving apparatus, oxygen breathing apparatus, rescue breathing equipment, gas masks, gas detectors. Etablissements Cristal (importer, manufacturer, dealer), 40, rue des Bergers, Paris, 15e. WTD 3/22/65.

MEXICO—Medical and surgical equipment, supplies and instruments, all kinds. Proveedor Universal, S.A. (importer, retailer, wholesaler), Av. Morelos No. 21, Mexico, D.F. WTD 4/6/64.

Safety/protective glasses for welders; other new or protective devices used in welding industry. Electrodos Commonwealth, S.A. (importer, manufacturer), Apartado Postal 41519, Mexico, D.F. WTD 3/23/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Theodoros Cominos, Curtin Avenue, Hamilton, Brisbane, Queensland, **interested in extruding machinery for food processing and requesting technical information.** June 1 via Los Angeles for six weeks. C/o Bonnot Co., Canton, Ohio, for two weeks from June 1. Itinerary: Los Angeles, Canton, Cleveland, New York, Chicago, others to be arranged. WTD 5/17/65.

Bruce Bedford, Waratah National Products Pty. Ltd., 23 Leslie St., Lakemba, N.S.W. **interested in acquiring agencies for stainless steel home and commercial cookware and enamelware.** June 26 via New York City for 10 days which may be extended. C/o St. Regis Hotel, Fifth Avenue & 55th St., New York, N.Y. Itinerary: New York, San Francisco, Los Angeles; others may be arranged. WTD 4/6/65.

Bruce K. F. Godfrey, Godfrey Industries Pty. Ltd., 24 Provident Ave., Glynde, South Australia, **interested in import or agency arrangements for unique lines of steel office equipment and visiting plants of filing cabinet manufacturers.** June 6 via New York City for one week. C/o Savoy Hilton Hotel, Fifth Ave. & 58th St., New York. Itinerary: New York, San Francisco. WTD 5/7/65.

GERMANY—Bernhard L. Segger Jr. and Josef G. Segger, representing B. Segger & Soehne, Postfach 1368, 44 Muenster, **interested in arranging cross licensing agreements with U.S. manufacturers of leather, wooden and plastic cases and bags for typewriters, record players, sewing machines, adding machines.** June 6 via New York for three months. C/o Mr. Jackson, Vice President, Remington Rand Div. of Sperry Rand Corp., Sperry Rand Bldg., New York. Itinerary: New York, Washington, Dallas, Houston, San Francisco, Denver, Chicago. WTD 3/16/65.

MALAYSIA—Y. C. Yen, United Industrial Corp., Ltd., Gian Singh Bldg., Raffles Place, Singapore 1, **interested in studying U.S. synthetic detergent industry with view to purchasing equipment for manufacturing liquid detergents and requesting technical information on trends in detergent industry, specifically toward biodegradable products.** May via Los Angeles for one year. C/o Mrs. Madalena Chu, 131 West 8th Ave., Columbus 1, Ohio. Itinerary: Los Angeles, Columbus, Cincinnati, Chicago, New York, Washington, others to be arranged. WTD 10/7/64.

NEW ZEALAND—E. E. Bendall, managing director, Bendalls (Importers) Ltd., P.O. Box 109, Christchurch, **interested in suppliers of sterling silver brush sets, watch bracelets, fashion jewelery for women, men's cuff links and related jewelry, semi-precious (sterling silver and rolled gold) jewelry.** June 25 via New York for two weeks. C/o Department of Commerce, New York Field Office. Itinerary: New York, Providence, R.I., and New England cities. WTD 12/15/64.

PAKISTAN—Kabir Ahmad Sheikh, representing Fazal Din & Sons, Lahore, and Lahore Chemical & Pharmaceutical Works Ltd., Ferozpur Rd., Lahore, **interested in joint venture/licensing to manufacture pharmaceuticals, patent medicines, cosmetics, insecticides and toiletries (the latter group to utilize spray can units), and requesting technical information.** June 15 via New York City for one month. C/o Consulate General of Pakistan in U.S.A., 12 E. 65th St., New York. Itinerary: New York, Washington, Chicago, Los Angeles, San Francisco, Newark, St. Louis. WTD 4/9/64.

SUDAN—George Benjamin Eisa, Benjamin Stores, P.O. Box 955, Khartoum, **interested in purchasing first quality textiles such as suitings, drapery and upholstery material.** June 15 via New York City for 25 days. C/o Wagih F. Ouess, 42-55 78th St., New York.

TAIWAN—Diesel Yang, Eing-Hing Machinery Works Co., Ltd., 111 Jen Ai Rd., Chia-Yi City, Taiwan, **interested in visiting manufacturers of diesel engines and pumps.** May 12 via Honolulu for one month. Itinerary: Honolulu, Seattle, San Francisco, Los Angeles, Chicago, Detroit, Buffalo, Washington, Atlantic City, New York, Boston.

THAILAND—Kitti Tanjasiri, Chor Heng Seng Registered Ordinary Partnership, 1350-1352 Songwad Rd., Bangkok, **interested in importing and wholesaling condensed milk, wheat flour, table salt and sugar, canned foods.** June 10 via New York City for three weeks. C/o Department of Commerce Field Offices on travel route. Itinerary: New York, June 10-14; Washington, June 15-18; Chicago, June 19-21; San Francisco, June 22-24; Honolulu June 25-28.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Segn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6002 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: [illegible] 4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2360.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588667.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 430, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-[illegible].

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-[illegible].

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

QUOTE—"The Office of Field Services—through its 42 Field Offices—assists the international trader by furnishing local sources of information on commercial and economic matters, and a channel to all the specialized data available in Washington."—**1965 Exporters' Encyclopaedia.**

Leads for Importers

Commodities are offered direct unless specified.

238 Apparel, accessories

SWEDEN—All kinds of rainwear for children up to 6 years of age. AB Hemi (importer, exporter, wholesaler, manufacturer), Sandsborgsvagen 53-55, Enskede. WTD 5/5/65.

242 Sawmills, planing mills

MEXICO—Mahogany, cedar, encina. Rios y Velarde, A. en P. (sales, commission and export agent), Insurgentes Sur No. 102—Desp. 503, Mexico, D.F. WTD 3/10/65.

251 Household furniture

BRAZIL—Agent wanted to sell traditional Brazilian handmade wares on commission basis; interested particularly in firms in New York, Miami areas; requests brochures from interested firms. Artenex Ltd. (wholesaler, exporter), Rua Areia Preta, 852, Natal, RN. WTD in preparation.

306 Fabricated rubber products

SWEDEN—Baby diapers. AB Hemi (importer, exporter, wholesaler, manufacturer), Sandsborgsvagen 53-55, Enskede. WTD 5/5/65.

317 Handbags, leather goods

BRAZIL—Agent wanted to sell traditional Brazilian handmade wares on commission basis. Interested in firms in New York, Miami area only. Requests information on such firms. Artenex Ltd. (manufacturer, wholesaler, exporter), Rua Areia Preta, 852, Natal, RN. WTD in preparation.

326 Pottery

BRAZIL—Agent wanted to sell traditional Brazilian handmade wares on commission basis. Interested in firms in New York, Miami area only. Requests information on firms. Artnex Ltd. (manufacturer, wholesaler, exporter), Rua Areia Preta, 852, Natal, RN. WTD in preparation.

349 Fabricated metal products

MEXICO—Multiport valves for sand filters used in swimming pools. Pabol de Mexico (importer, retailer, wholesaler), Ejercito Nacional 1067, Mexico, D.F. WTD 4/27/64.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—751963/48

Calendar *for international traders*

June

1—Foreign Credit Interchange Bureau round table conference on Foreign Credit, Collection and Exchange Problems, 1:30 P.M., Ben Franklin Hall of the Advertising Club, **New York City.**

1-2—Conferences by appointment with Arthur C. Lillig, Commercial Attache, Ankara, Turkey, Field Office, **New York.**

2—Export Workshop, Holiday Inn, Rt. 57, **Elyria, Ohio.** Sponsors: Lorain Chamber of Commerce, Elyria Chamber of Commerce, Lorain Port Authority, Cleveland Field Office, Cleveland REEC.

2—In-Office Conference, "Profits from Many Places," **Philadelphia** Field Office. Sponsors: Field Office and REEC.

3—Arthur C. Lillig, Commercial Attache, Ankara, Turkey, available for consultation with businessmen from tri-State area of Pennsylvania, Delaware, and New Jersey, Field Office, **Philadelphia.**

4—Conferences by appointment with Arthur Lillig, Commercial Attache, Ankara, Turkey. Field Office, **Philadelphia.**

8—In-Office Workshop for New Exporters. Federal Office Bldg., **Kansas City, Mo.** Sponsors: Kansas City REEC, Field Office, Springfield, Mo., Chamber of Commerce.

8—"Show You" In-Office Workshop on Export Expansion. **St. Louis** Field Office. Sponsors: REEC, World Trade Club.

8—Conference-consultations, Leon Finley and Arthur Noble, members, U.S. Trade Mission to Taiwan/Thailand. **Los Angeles** Field Office.

9—Conference, U.S. Trade Mission to Thailand and Taiwan, Fairmont Hotel, **San Francisco.**

10—"First-Step" Export Workshop, **Memphis** Field Office. Sponsors: REEC and Field Office.

11—Export Seminar, Y.M.C.A., **Elgin, Ill.** Sponsor: Elgin Chamber of Commerce.

11—James E. Parks, member of U.S. Trade Mission to Taiwan and Thailand, will confer with businessmen from Pennsylvania, Delaware, New Jersey, in **Philadelphia** Field Office.

11—Arthur C. Lillig, Commercial Attache, Ankara, Turkey, available for consultation, Field Office, **Chicago.**

14—Washington Builders Congress Luncheon, Mayflower Hotel, **Washington, D.C.** Speaker, Roy Gootenberg, Director Trade Missions Division, Bureau of International Commerce, Department of Commerce.

14-16—American Management Association briefing session on "Doing Business in and with India." A.M.A. Headquarters, **New York City.**

15—Luncheon meeting, International Executives Association, Statler-Hilton Hotel, **New York City.** Speaker: Arthur C. Rutzen, Director, New York Field Office.

15—Conference-consultations, Leon Finley and James Parks, members, U.S. Trade Mission to Taiwan/Thailand, **St. Louis** Field Office. Sponsors: REEC, World Trade Club, Chamber of Commerce.

15—Monthly meeting, Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, dinner, Roosevelt Hotel, **Cedar Rapids, Iowa,** 6:30 P.M. Speaker: David E. Howland, Manager, Port of New York Trade Development Office, Chicago. Film showing, "Container and Cargo."

16—In-Office Export Finance and Insurance Seminar. Field Office, **San Francisco.**

16—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

16—Export Expansion Workshop, Field Office, Federal Reserve Bank Building, **Cleveland;** luncheon, Hollenden House.

16—Conference-consultations, James Parks, member, U.S. Trade Mission to Taiwan/Thailand, **Minneapolis** Field Office.

17—In-Office Export Workshop, **Chicago** Field Office.

18—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

21—Outdoor Power Equipment Institute, 13th annual meeting, the Greenbrier, **White Sulphur Springs, W. Va.** Speaker: James F. Collins, Deputy Administrator, Business and Defense Services Administration.

22—"Show-You" In-Office Workshop on Export Expansion, **St. Louis** Field Office. Sponsors: REEC, World Trade Club.

23—Conference-consultations, Sidney Josephs, member, U.S. Trade Mission to Taiwan/Thailand, **Cleveland** Field Office.

23—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Boy's Apparel and Accessories Assn.; Field Office, Department of Commerce.

25—Conference-consultations. Arthur Noble, member, U.S. Trade Mission to Taiwan/Thailand, **New Orleans** Field Office.

25—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

30—In-Office Export Seminar, Field Office, **San Francisco.**

July

8—In-Office Export Workshop, **Chicago** Field Office.

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

29—In-Office Export Workshop, **Chicago** Field Office.

August

19—In-Office Export Workshop, **Chicago** Field Office.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

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